

JX
1706
N27

CORNELL
UNIVERSITY
LIBRARY



Cornell University Library
JX 1706.N27

Consular reform and commercial expansion



3 1924 007 493 467

olin



Cornell University
Library

The original of this book is in
the Cornell University Library.

There are no known copyright restrictions in
the United States on the use of the text.

CONSULAR REFORM
AND
COMMERCIAL EXPANSION

Endorsements of the Lodge Bill
OR A SIMILAR BILL

FOR THE
REORGANIZATION
OF THE
CONSULAR SERVICE
OF THE
UNITED STATES

BY PROMINENT MANUFACTURERS, MERCHANTS, BANKERS
EDUCATORS, COMMERCIAL ORGANIZATIONS
AND THE PRESS

ISSUED BY THE
NATIONAL BUSINESS LEAGUE
(NON-PARTISAN)
CHICAGO
1903

JX
1706
N 27

A. 173910
X

PRESS OF
STROMBERG, ALLEN & CO.,
CHICAGO.



FOR several years the New York and Cleveland Chambers of Commerce, Chicago Board of Trade, National Business League and other commercial organizations and prominent organizations of manufacturers have co-operated to urge enactment of the Lodge Bill for the reorganization of the consular service of the United States. The bill, which was introduced in the Senate and House during the Fifty-seventh Congress, was reported out favorably to the Senate by the Committee on Foreign Relations, but failed of passage by reason of precedence given to other important measures, notably the laws for national irrigation and the creation of the Department of Commerce and Labor.

In brief, the principal provisions of the Lodge Bill, as endorsed by the business interests of the country, are as follows:

1. Abolishment of fees as compensation to consuls, except as to consular agents, and the substitution of fixed salaries.
2. Improved classification of consular officers.
3. Adoption of the "merit system" in the selection of consuls.
4. Consuls must be familiar with either the French, German or Spanish as well as the English language, and possess a knowledge of the commercial resources and requirements of the United States and the countries to which they are accredited.
5. Consuls shall be eligible for promotion.
6. Tenure of office to continue only during efficiency and conduct of the highest grade.

The correspondence of the League on consular reform from the beginning of the movement to the present time indicates that business interests everywhere are practically a unit for enactment of the provisions above noted, which will entirely eliminate political influence as a factor in the appointment of consuls, and make merit the paramount test of fitness on the part of the applicant.

While it is freely admitted, and a cause for congratulation, that there are many able consuls now representing this country abroad, yet the consensus of opinion is that under any law lacking the vital provisions of the Lodge Bill a thoroughly efficient consular service—one that will adequately serve the manufacturing and commercial interests of the United States—cannot be established and successfully maintained.

In anticipation of the re-introduction of the bill in the Senate by Senator Lodge of Massachusetts, and in the House by Representative Burton of Ohio, and of the consideration which the measure will undoubtedly receive from the Fifty-eighth Congress, the National Business League has recently obtained and here presents many endorsements of the measure from prominent exporters, importers, bankers, educators, commercial organizations and the press; the same being additional to letters of endorsement from firms and individuals and resolutions from commercial organizations already filed by the League with the Committee on Foreign Relations of the Senate, of which Senator Cullom of Illinois is chairman, and with the Committee on Foreign Affairs of the House, of which Representative Hitt of Illinois is chairman. In the communications herewith submitted appear many forcible and imperative reasons for immediate enactment of this necessary legislation.

There are a number of large manufacturing and exporting firms in the United States that employ skilled men in foreign commercial centers, to extend trade and give to their employers daily advice concerning the markets and commodities in which they traffic. If these exporters find it profitable to employ their own consular force for private trade interests, how much more profitable that our government

employ consuls with commercial training, whose special province it shall be to assist in promoting the general trade interests of this country!

Every nation in the world, except the United States and Turkey, has a specially trained consular force. The marked and rapid commercial progress of Germany is largely due to the efforts of her excellent corps of foreign representatives. The manufacturing and commercial bodies of Great Britain, stirred to action by the recent efforts of our commercial interests, are declaring for further consular reform along lines which will make the service a greater aid to the trade development of the empire.

Other nations—keenly alive to the commercial advantages to be derived from an active and efficient consular equipment—are constantly improving this branch of their foreign service. The United States, with their incomparable resources for production, will not be content to take second place in this international commercial race for supremacy in the markets of the world. The business men of both political parties, thoroughly awakened to our commercial necessities, are confidently relying on the Fifty-eighth Congress for the early enactment of the Lodge Bill.

PRESIDENT CLEVELAND, in his message to the Fifty-fourth Congress, December 2, 1895:

In view of the growth of our interests in foreign countries and the encouraging prospects for a general expansion of our commerce, the question of an improvement in the consular service has increased in importance and urgency. Though there is no doubt that the great body of consular officers are rendering valuable services to the trade and industries of the country, the need of some plan of appointment and control which would tend to secure a higher average of efficiency cannot be denied.

PLANK IN THE PHILADELPHIA PLATFORM adopted June 20, 1900, and ratified by the business men of the country in the re-election of President McKinley, November 6, 1900:

In the interest of our expanding commerce we recommend that Congress create a Department of Commerce and Industries in the charge of a secretary with a seat in the cabinet. The United States consular system should be reorganized under the supervision of this new department upon such a basis of appointment and tenure as will render it still more serviceable to the nation's increasing trade.

PRESIDENT ROOSEVELT, in his first message to the Fifty-seventh Congress, December 3, 1901:

The consular service is now organized under the provisions of a law passed in 1856, which is entirely inadequate to existing conditions. The interest shown by so many commercial bodies throughout the country in the reorganization of the service is heartily commended to your attention. Several bills providing for a new consular service have in recent years been submitted to the Congress. They are based upon the just principle that appointments to the service should be made only after a practical test of the applicant's fitness, that promotions should be governed by trustworthiness, adaptability and zeal in the performance of duty, and that the tenure of office should be unaffected by partisan considerations.

The guardianship and fostering of our rapidly expanding foreign commerce, the protection of American citizens resorting

to foreign countries in lawful pursuit of their affairs, and the maintenance of the dignity of the nation abroad, combine to make it essential that our consuls should be men of character, knowledge and enterprise. It is true that the service is now, in the main, efficient, but a standard of excellence cannot be permanently maintained until the principles set forth in the bills heretofore submitted to the Congress on this subject are enacted into law.

EXTRACT from the favorable report of the Senate Committee on Foreign Relations on the Lodge Bill for the reorganization of the Consular Service of the United States, February 19, 1902:

The need for a reorganization of the consular service has become more apparent with each succeeding year. This is particularly true of the last two years, which have witnessed such an enormous increase in American exports, this increase occurring chiefly in manufactured articles of the most varied kind. The development of our industrial system has reached a point where its production is far in excess of the demands of the home market, and the expansion of our export trade is the result of the necessity of finding consumption for our surplus production. It is clearly in the interest of our industry and commerce that everything which the Government can do to facilitate this expansion of our export trade should be done, and no argument is needed to show that the consular service ought to be a most efficient instrument in promoting American exports and in aiding our industry and commerce to find new markets.

No one who has examined this question can fail to be convinced that we might and ought to obtain a much higher degree of efficiency in our consular service in these directions than is now the case. The chief trouble lies not in the character or ability of our consuls, but in the defective system under which they are appointed. A consul, as a rule, is most valuable to our business interests in proportion to his experience in the consular service, yet under the existing system experience is no guaranty for retention in the service, and when a man has attained experience the time has usually been reached for his removal, on account of a political change at Washington, and for replacing him with an inexperienced man who has the entire lesson to learn afresh from the beginning.

ALABAMA.

NOTE—Senate Bill 2661, introduced by Mr. Lodge of Massachusetts, and House Bill 7097, introduced by Mr. Burton of Ohio, January 23, 1900, and referred to hereafter in several of the following endorsements sent to the League in that year, contain most of the vital provisions of the Lodge Bill as it will be re-introduced in the Fifty-eighth Congress. All endorsements in this publication bearing no date have been received by the League since June 1, 1903.

ALEXANDER RICE, President The Commercial and Industrial Association, Montgomery:

The Lodge Bill has my unqualified endorsement. A re-organization of the consular service, abolishing fees and substituting fixed salaries, providing for appointment and promotion by the adoption of the "merit system" is a consummation of our commercial hopes devoutly to be wished. I trust that Congress will pass the Lodge Bill at its first session.

ARIZONA.

DR. F. YALE ADAMS, President University of Arizona, Tucson:

I am thoroughly in favor of the Lodge Bill, as introduced into the last Congress. Anyone who has traveled abroad and compared our consular system with the system of other countries cannot fail to be thoroughly in favor of the complete reorganization of our consular service, and the introduction of the merit system therein. The position of a consul is one requiring special training and experience, and anyone without this training or experience should not be appointed as a consul.

ARKANSAS.

MORRIS M. COHN (formerly President the Board of Trade) Little Rock:

I favor the idea of improving our consular service in the manner indicated by the Lodge Bill, and our Board of Trade, I think, has taken the same position; in fact, I do not see what objection there can be to it. If foreign relations for purposes of trade are proper, of which many centuries of development are most conclusive proof, then it must follow that the most efficient system should be adopted to improve them, so that our products may find a market all over the world upon the most favorable terms.

CALIFORNIA.

DR. BENJAMIN IDE WHEELER, President University of California, Berkeley:

I am heartily in favor of legislation such as that proposed in the Lodge Bill. So long as we had no important business interests for our consuls to deal with it was well enough that the offices should be made the sport of politics. This is now no longer possible. There is something definite, something very serious for our consuls to do, and the business world will insist hereafter upon expert fitness rather than political fitness. Young men in our educational institutions would gladly fit themselves for the consular career if they had any assurance that appointments would be determined by expert fitness rather than by influence, and that permanency of employment could be insured.

GEO. W. MARSTON, Merchant, San Diego:

I heartily favor the Lodge Bill for the reorganization of the consular service, and hope to see it passed by the coming Congress.

MANUFACTURERS' AND PRODUCERS' ASSOCIATION OF CALIFORNIA, San Francisco, March 2, 1900:

WHEREAS, The large increase in the foreign trade of the United States has drawn the attention of mercantile communities to the necessity for trained men as consuls of the United States, and a consequent change in the system of appointments to that service, by which reward for political service is eliminated and appointments made only after examinations designed to show the fitness of applicants for the duties required; and

WHEREAS, Senate Bill 2661 and H. R. 7097, now before Congress, provide for a reorganization of our consular service on the lines above mentioned;

Therefore, Be it Resolved, That the Board of Directors of the Manufacturers' and Producers' Association heartily endorses the provisions of these bills and requests the Senators and Representatives in Congress from California to urge their speedy passage and enactment into law.

I. J. TRUMAN, President Columbian Banking Company, San Francisco:

I have carefully read the Lodge Bill, and recommend its adoption. I would be in favor of going still further, and have all consular agents which may be appointed by the President

CALIFORNIA—CONTINUED.

paid a stated salary. Oftentimes they are put in a false position by parties claiming that they demand more than is authorized by the law, when they are paid by fees instead of a salary. It seems to me that it is beneath the dignity of the United States Government to put men in that position.

BOARD OF TRADE OF SAN FRANCISCO, March 3, 1900:

WHEREAS, A bill now pending in Congress (known as House Bill No. 7097 and Senate Bill No. 2661) provides for the reorganization of the consular service; therefore, be it

Resolved, That the Directors of the Board of Trade of San Francisco heartily endorse said bill, and request the Senators and Representatives from California to support the same and urge its early passage. A. A. WATKINS, President.

Attest: H. L. SMITH, Secretary.

LOS ANGELES EXPRESS, September 26, 1903:

Although President Roosevelt lately announced his purpose to treat appointments to the consular service in an enlightened way calculated to bring gladness to the heart of the civil service reformer, a satisfactory disposition of the subject can be made only through positive legislation. With this object in view, the National Business League is directing attention to the Lodge Bill, introduced by the Massachusetts Senator at the last session of Congress, and which is to be brought once more before that body.

This proposed legislation should receive the support of every business man in the country for the direct benefits it will confer in the development of foreign trade. The ordinary citizen also should raise his voice in its favor as a measure which will deplete further the ebbing strength of the spoils politician who for years has regarded the consular service as a convenient bank for honoring drafts drawn for payments due to hard workers at the strenuous task of carrying elections.

Briefly, the bill contemplates a complete reorganization of the service, abolition of fees, substitution of fixed salaries, improvement of classification of officers, and the adoption of the "merit system" to insure the appointment of competent commercial representatives to facilitate the extension of American trade in foreign markets. No particular upheaval is intended, as incumbents will be allowed to prove their worthiness, but future candidates for residence abroad at the nation's expense will be required to demonstrate their fitness by examination.

CALIFORNIA—CONTINUED.

Aside from a small minority plagued with the yearning for office, the proposed law probably will meet with the unanimous endorsement of the people, but experience teaches that it is just such measures which meet with thorns and pitfalls in their passage through Congress. Therefore the Lodge Bill needs the force of public opinion and a plain expression by petition or resolution to help it on its way through Senate and House. Here is excellent opportunity for local commercial organizations to give due notice to the legislators at Washington of their approval.

**ALEXANDER & BALDWIN (Limited), Shipping and Commission,
San Francisco:**

We heartily approve of the undertaking of the National Business League, and consider the enactment of the Lodge Bill very necessary for the building up of our foreign consular system.

THE CHAMBER OF COMMERCE of San Francisco:

Resolution adopted at a meeting of the Board of Trustees February 13, 1900:

WHEREAS, Realizing the great importance of our consular service, and of the work hitherto accomplished by it, we yet feel that improvements might and should be made in the general organization of said service, which would add much to its efficiency; especially is this necessary at the present time owing to our greatly increased export trade, and the struggle of commercial nations for a foreign market; therefore, the Chamber of Commerce of San Francisco have

Resolved, That as a means toward accomplishing this desired result, we hereby respectfully request the California delegation in Washington to use their efforts to induce Congress to make such changes in the consular service as are substantially provided for in the House of Representatives Bill 7097 and Senate Bill 2661, Fifty-sixth Congress, first session.

THE CHAMBER OF COMMERCE OF SAN FRANCISCO,
CHARLES NELSON, President.

Attest: E. SCOTT, Secretary.

SAN DIEGO CHAMBER OF COMMERCE, March 2, 1900:

Resolved, That the Chamber of Commerce of the City of San Diego, State of California, hereby endorse and approve House Bill No. 7097 and Senate Bill No. 2661 for the "reor-

CALIFORNIA—CONTINUED.

ganization of the consular service of the United States," and favor its early passage, and urge our Senators and Representatives in Congress to support the same.

GEO. H. BALLOU, President.

H. P. WOOD, Secretary.

THE BULLETIN, San Francisco, August 5, 1903:

The need of reformation in our consular system is not seriously denied even by those Senators and Representatives who vote down every proposed measure of reform. Truth is that the consulates are regarded as so many fat jobs at the disposal of the legislative statesmen in Washington, and the statesmen are reluctant to allow the patronage to pass out of their hands. Does a constituent who has given material help to the statesman wish to go to Europe so that his children may be educated in France, Germany or England? He applies for a consular post and gets it if he has the strongest pull. Or perhaps, not wishing an office for himself, the district politician has a son or a nephew or a friend just out of college and willing to reside abroad for a few years at the expense of the United States. The accommodating statesman at Washington has the young man commissioned and sent off to a continental city, where he does practically nothing and where he stays until he resigns or the statesman who had him appointed goes out of power.

Supposing that the appointee has sufficient intelligence and education to be a competent consul—a supposition not warranted in many cases—he has no incentive to do good work. His tenure of office is uncertain and depends on political favor. No matter how conscientious and useful his work, he will lose his place, he knows, so soon as a President of a different party is elected or his immediate political sponsor ceases to have "influence." He knows, too, that meritorious endeavor as a consul will not obtain promotion for him. In short, conducting his office as a sinecure, he fares just as well as he would showing zeal, enterprise and industry in the service. Some of our consuls, it must be said, have displayed a zeal and efficiency quite remarkable under the circumstances, and their reports have supplied information of value to this Government, but the consular service as a whole is not what it ought to be.

A corps of intelligent and trained consuls in foreign lands could be of inestimable worth as collectors and reporters of valuable information regarding agriculture, mining, manufac-

CALIFORNIA—CONTINUED.

turing, commerce and all the arts and sciences. Their reports, properly collated at Washington, could be a treasury of information, a mine of ideas for Americans in various branches of industry. The people would soon learn to apply to the reports as the sources of the latest trustworthy information of methods, conditions and progress in foreign countries. But there will not be such a corps of intelligent and trained consuls until the consular service is put under civil service rules. Appointments must be made dependent on passing examinations and promotions on meritorious service.

COLORADO.

DR. JAMES H. BAKER, President University of Colorado, Boulder:

In general I favor the provisions of the Lodge Bill, believing that not only will the service be improved by using the merit system, but that some political evils will be diminished thereby.

JOSEPH A. THATCHER, President The Denver National Bank:

I am convinced that from the beginning, through all administrations, politics has had too much to do with the filling of consular positions, to the great detriment to the service and the vast business interests of the country.

The Lodge Bill seems to me to be carefully drawn, and should, if it becomes a law, place merit and ability as the first consideration in consular appointments, and therefore should, by all means, be passed by the next Congress.

MAHLON D. THATCHER, President First National Bank of Pueblo:

I heartily approve of the Lodge Bill, providing for the reorganization of the consular service of the United States, and will do everything in my power in the way of urging its passage.

CONNECTICUT.

THE POST, Hartford, August 14, 1903:

In effect the Lodge Bill provides for putting the consular service into the hands of men who can foster our foreign trade. It should be the one great object of that service to promote our business interests in foreign countries. Senators and Representatives will be loth to give up this patronage, but the promotion and extension of our export trade is more important than

CONNECTICUT—CONTINUED.

the payment of political debts by shunting the creditor into a position where he can live off the emoluments without, in many cases, giving a due return in service. These reasons explain the interest of the National Business League in the passage of the bill, and the League is very apt to succeed in what it undertakes.

PROF. HENRY W. FARNAM, Yale University, New Haven:

I am very glad that the National Business League is taking up the subject of the consular service. In my travels abroad I have sometimes had to feel mortification at the poor quality of the men sent out to represent us in these important offices. In one large city in Europe I was told by a merchant that the Merchants' Association had actually drawn up a protest with regard to the American consul on account of his bad manners, which made it almost impossible to do business with him. I am glad to say that that man has since been superseded by a consul who does us credit in every way, and, from observations made during my last visit to Europe, I believe that on the whole the consular service has improved. But the only way to secure a permanency in this improvement is, in my judgment, to squarely introduce the merit system, as is proposed by the Lodge Bill.

DELAWARE.

DANIEL W. TAYLOR, Secretary Wilmington Board of Trade, February 26, 1900:

Our Board is heartily in sympathy with Senate Bill 2661 (and House Bill 7097) in regard to the "merit system" in selecting consuls, and the improvement of the same in any manner that will add to our consular service, thereby improving our status with foreign countries, and the enlargement of our trade with the same.

We have at all times informed our representatives in Washington of the sense of our Board in this matter, and requested them to aid us in the matter in all ways possible, and we believe they will do so.

THE EVENING JOURNAL, Wilmington, August 15, 1903:

If the National Business League has its way, the Lodge Bill, to extend the merit system to the consular service, will be passed at the next session of Congress. The reform contemplated is sweeping in its scope. It abolishes fees, thus doing away with the temptations to make a mere personal matter of

DELAWARE—CONTINUED.

the conduct of the office, and requires a thorough education in English and some other foreign language as necessary to secure an appointment.

The purpose of the measure is to secure really efficient consuls, men who will advance our commercial interests because of a knowledge of conditions both at home and abroad, and to offer the inducements of permanent employment with the promise of advancement for efficient officers.

It has received scant consideration at the hands of Congress, but this has been the fate of other bills that have afterwards gone on the statute books. Of course the chief objection lies in the fact that, were it to become law, Congressmen would in a larger measure be shut off from the public crib. It is a nice thing to be able to offer a consulate as a reward for faithful political service. But with our vast commercial expansion we need something more at a foreign port than a representative to attend to social functions of American globe-trotters. We must meet the shrewd and trained servants of other governments. As a rule, they are better trained than ours, and they almost invariably possess the advantage of being able to use the tongue of the country to which they are accredited. We have had, and have, many efficient representatives abroad, but a great number of them are sent because Senator Blank said so. The time has come to apply the same methods in the conduct of the Government's business that we would employ in our own.

FLORIDA.

CHARLES H. SMITH, Secretary Jacksonville Board of Trade, February 26, 1900:

This Board of Trade favors the reorganization of the consular service, and has at various times passed resolutions requesting the Florida Senators and Representatives to use their influence and cast their votes for such reorganization, which we trust they will do.

THE TAMPA BOARD OF TRADE, February 26, 1900:

THE HONORABLE U. S. SENATORS AND MEMBERS OF CONGRESS,
WASHINGTON, D. C.

Gentlemen:—Please allow me to say in behalf of the Tampa Board of Trade, of which I have the honor to be President, that it is the sense of the business men of this city that it is very important that the new consular bill introduced in the United

FLORIDA—CONTINUED.

States Senate (S. 2661) and House (H. R. 7097) be passed and become a law.

Without making any argument on this subject, which we deem unnecessary, we beg to advise that we very heartily endorse the arguments submitted to your honorable body on this subject by the National Business League, whose general office is in Chicago, Ill.

Trusting that you will consider and act favorably upon this important measure, we are,

Yours very respectfully,

J. B. ANDERSON, President.

GEORGIA.

ROBERT J. LOWRY, President Lowry National Bank, Atlanta:

I have read carefully the Lodge Bill, reported favorably to the Senate by the Committee on Foreign Relations. I think it is just what is needed, and will go a long way towards perfecting our foreign consular service, and sincerely hope it will become a law.

Not many years ago it was the custom for parties who had pulls with the powers that be to get their broken-down relations into the consular service, securing them positions which they had no capacity for, and were really a hindrance. I think the proposed examinations and other safeguards referred to will have a very good effect. We should have much larger trade with other countries, especially south of us, and I am satisfied that it could be brought about if we had competent people in the positions, as proposed by the Lodge Bill.

THE SAVANNAH BOARD OF TRADE, Savannah:

Resolved, That the Savannah Board of Trade, through its Board of Directors, endorse the bill now before Congress, known as the Lodge Bill, to provide for the reorganization of the consular service of the United States, and requests the Senators and Representatives in Congress from this State to give the same their support.

D. G. PURSE, President.

C. L. CHESNUTT, Secretary.

ILLINOIS.

MARSHALL FIELD, Chicago:

I am heartily in favor of the Lodge Bill, providing for the reorganization of the consular service. The increase in com-

ILLINOIS—CONTINUED.

pensation offered will attract young men, and the opportunity for promotion in the service will stimulate them to do good work. The demand for reorganization is so general, and has been so thoroughly discussed, that I trust there will be no further or unnecessary delay in passing the bill.

ELBRIDGE G. KEITH, President Chicago Title & Trust Company, Chicago:

I heartily approve of the renewed efforts of the National Business League to secure the passage of the bill to provide for the reorganization of the consular service of the United States.

It is a necessity that our foreign commerce should be promoted by the most competent and best equipped representatives, which, under this measure, can and will be obtained.

I trust the Lodge Bill will receive the early and favorable attention of Congress at its coming session.

CYRUS H. McCORMICK, President International Harvester Company, Chicago:

I am strongly in favor of the passage of the Lodge Bill.

From personal knowledge I am satisfied that the present consular system is inefficient and unsatisfactory, and I believe that the entire system should be reorganized on the basis of merit and personal fitness of the consul for his office.

This is a measure so practical in its character, and so much demanded by the business interests of the country, that I trust no further obstacles will be placed in the way of its passage.

JAMES W. MILLER, The Hawley Down Draft Furnace Company, Chicago:

Living for the last six years in Europe, and coming in contact with the United States consuls at various points, I think that the two most important things which the United States should do for our consular service is, first, increase the salaries of consuls so that they can command the respect of the countries in which they dwell, and secondly, prevent crank manufacturers in this country from annoying them with questions which it costs money to procure answers for, and for which they never think of reimbursing the consul, and as a rule threaten to report him if they do not get satisfactory replies.

If the Lodge Bill will bring about these results, we are in full sympathy, and will do everything in our power to help have the bill become a law.

ILLINOIS—CONTINUED.

JOHN V. FARWELL, JR., John V. Farwell Company, Chicago:

We believe heartily in the principles provided for in the Lodge Bill, concerning the complete reorganization of the consular service.

It is absolutely necessary that something should be done at once in that line if we are to maintain our progressive position among the nations. There has come about in the world a national competition, and we must be equipped to meet the consular organization as well as other advantages enjoyed by other countries. We earnestly hope for the passage of this bill.

LA VERNE W. NOYES, President Aermotor Co., Chicago:

We are heartily in favor of the reorganization of the consular service of the United States, as provided in the Lodge Bill. The consular service is of vast and growing importance to the manufacturing interests of the United States. These interests are now reaching out to cover with their wares every country on the globe, and with the aid of an efficient and educated consular service the United States should shortly be the leading source of supply for the rest of the world in manufactures as well as in agricultural products. The benefits of an efficient consular service, and of a consequently enlarged trade with the rest of the world, accrue not alone to the employer, but to the vast mass of laboring men whose field is enlarged and whose opportunities are bettered by every advance made by the manufacturing and agricultural industries of this country.

To be efficient in the highest sense, the consul should be educated—First, as to the sources of and best methods of securing information. This requires an acquaintance with the officials from whom his information must come—an acquaintance which, among most foreign peoples, is of slow growth. Second, in the methods and management of public affairs. Third, as to the needs of the people among whom he is situated, their preferences and peculiarities. Fourth, as to the best means of reaching them and impressing them with advertisements, etc. Fifth, as to transportation facilities, tariffs and all formalities necessary to the introduction of our goods into foreign countries.

In no other calling would a man consider himself capable of undertaking matters of such great importance without education and experience in his chosen line. This education is not a matter of a day, nor of a few years; it should be the work of a lifetime. The present average length of consular service is not

ILLINOIS—CONTINUED.

sufficient to educate the incumbent for his position. He should be so protected that all his energies may be devoted to fitting himself for what should be his life work, unembarrassed by efforts to secure his reappointment or to provide for his future. The bill in question forms a step in the right direction, and we earnestly hope that it may be passed and the consular service placed where it belongs, on a strictly civil service basis.

THE CHICAGO RECORD-HERALD, June 13, 1903:

The Lodge Bill was reported favorably to the Senate by the Committee on Foreign Relations at the last session of Congress, but the spoilsmen who have used the consular posts as dumping ground for party mendicants for so many years were strong enough to prevent the enactment of the bill. The measure merely contemplates the incorporation of the "merit system" in the consular service, to the end that it may be raised to the standards of efficiency that are maintained by the great commercial nations. The primary object is to place the consular bureau entirely beyond political influences and to secure the appointment of consuls who are qualified to take part in the great work of extending our markets abroad, and who have an ambition to enter the service as a life vocation.

To this end the Lodge Bill provides for the abolishment of the fee system and the reclassification of the consular representatives according to compensation. All fees, official or unofficial, received by any officer in the consular service are to be accounted for and paid into the treasury, and the sole and only compensation of such officers shall be by fixed salaries. There are to be not more than two consuls general of the first class at \$10,000 each per annum; not more than eight consuls general of the second class at \$8,000 each; not more than thirteen consuls general of the third class at \$6,000, and not more than thirteen of the fourth class at \$5,500 per annum. The salaries of the consuls range from \$5,000 each for the first class down to \$1,800 for those of the sixth class.

Within two years after the passage of the act all present incumbents are to be recalled for examination, and all vacancies are to be filled from an eligible list prepared by the board of examiners. The bill presents a very complete and comprehensive scheme for placing the consular service upon a basis of merit and efficiency.

ILLINOIS—CONTINUED.

GRANGER FARWELL, Granger Farwell & Company, Chicago:

I am heartily in favor of the purposes of the Lodge Bill, feeling sure that it will enhance the efficiency, dignity and quality of the personality of our consular service, and also increase the comfort of one's traveling.

Incidentally, I am glad to know that under this bill a career will be opened to a young man wishing to rise in that service by merit rather than through the channel of politics.

JAMES B. FORGAN, President First National Bank, Chicago:

I have read the Lodge Bill, and, judging of it from experience of travelers, with many of whom I have spoken, I think its object is a laudable one and that the passage of the bill is desirable. Our country is now more or less represented by men of little or no business experience, and I have heard complaints in this respect, and the impression is very prevalent that in most cases our representatives abroad hold their jobs as a compensation for political services rendered, or on the ground of some political "pull" held by them through their friends, all of which is of course wrong and should be corrected.

HON. VOLNEY W. FOSTER, United States Commissioner to the Second International Conference of American States:

The Lodge Bill, providing for the reorganization of the consular service of the United States, will be found on careful perusal to offer a remedy for evils and delinquencies that now exist. A careful selection of persons that are to represent us abroad will insure a complete collection and classification of that kind of knowledge concerning our neighbors and friends among nations that our merchants and manufacturers desire. The intimate co-operation contemplated between the State Department and the newly established Department of Commerce and Labor will insure systematic collection and dissemination of most valuable information. Aside from these very direct and profitable results of such reorganization, there is evidence of the necessity for an improvement of the personnel of our consular service. There is no good reason why there should be found at the great commercial centers, or even at the moderately important places, representatives of other governments that in many instances outrank our own representatives in education and all the qualities that recommend them for usefulness in such places. As a commercial, social and patriotic proposition, great care

ILLINOIS—CONTINUED.

should be exercised (as can be done under this bill) that our representatives hereafter should be of the highest class of men that can be obtained for the price we are willing to pay. I believe that amendments to this bill that will occur in the future will be largely along the line of increasing the compensations named. It must be conceded that many of our representatives have distinguished themselves for faithfulness and intelligence, and we need not seek for a higher standard than has been set by the most competent of those servants of our people. For every reason the Lodge Bill should become law at the next session of our Congress.

LAURENCE A. CARTON, Swift & Company, Chicago:

We are heartily in favor of the Lodge Bill, so called, for the reorganization of the consular service of the United States.

JOHN P. BYRNE, Secretary Lyon & Healy, Chicago:

We have carefully read the copy of the Lodge Bill for the reorganization of the consular service, with which you kindly furnished us, and we wish to say unequivocally that we are most heartily in favor of it, and hope it will pass at the coming session of Congress.

It is an up-to-date measure, such as modern business methods make imperative, while the present law is a back number and keeps our foreign business relations (as far as they come under the management of our consuls) in the background. We are in new times; new conditions have arisen; they cannot be blotted out nor ignored, and we must have new measures and modern men to cope with them.

HON. LAMBERT TREE, Chicago, formerly United States Minister to Belgium and Russia:

I have carefully examined the Lodge Bill, a copy of which was sent to me by the Executive Committee of the National Business League, and think its enactment into law by Congress would cause a distinct improvement in the United States consular service.

The especially good features in the bill, to my mind, are:

First. That the consular officers embraced in the six grades provided for in Section 3 of the bill shall be compensated solely by salaries fixed by law, and that all fees, official or unofficial, received by them shall be paid into the Treasury of the United States.

ILLINOIS—CONTINUED.

Secondly, that the President is vested with the power to transfer any consul general or consul from one place to another in the same class, according to the needs of the service.

Thirdly, that such officers shall be selected under the "merit system," provided for in Sections 10 and 11 of the bill.

Fourthly, that any consul general or consul who has served in such capacity abroad for two years may be assigned for duty, for a restricted period, in the Department of State.

All of these features, if adopted, would, I am sure, have a marked tendency to increase the efficiency of the consular service.

At several consular posts, especially in Europe, the unofficial fees received by the officer in addition to his salary, at present give him an annual compensation far in excess of the value of any service he could possibly render the public as the incumbent of the office, however efficient he might be. It is too plain for argument that such fees should properly go into the Treasury of the United States.

The power of the President to transfer consular officers from one post to another of the same grade, and to assign them to duty at the Department of State, at intervals and for a limited time, I have always considered as of the utmost importance to the efficiency of the consular service. It would enable the Government to meet promptly the exigencies which occur much oftener than the general public possibly appreciates; while these transfers have a good effect upon the consul himself, as service at different posts and in the Department at Washington broadens his observation and experience, and gives him a much more intelligent comprehension of the scope of the service of which he is one of the units.

The "merit system" of appointment proposed by the bill cannot fail to bring about infinite improvement in the service.

The changing of consuls with every new administration has been an unmitigated curse to the service. It goes without saying that if the man is intelligent and takes an interest in his duties, he is much more useful to the Government at the end of four years than he was in the beginning of the service. In the case of a good many consuls I have no doubt the constant apprehension before their eyes, that their services may be at any time dispensed with by the government on political grounds, takes all ambition away from them to more than discharge the duties of the office in a perfunctory sort of way. It requires several years' experience to make a good consul. It takes some time even to study the conditions of the country where the consul

ILLINOIS—CONTINUED.

is stationed—to obtain the facilities necessary to procure the knowledge to be used for the advancement of commercial relations with his own country.

If he is without knowledge of the language of the country, or of any other language than his own, he is at a still greater disadvantage.

For all of these reasons I favor the Lodge Bill.

More than this, justice would seem to require that a consular officer who has spent his life in foreign lands in the public service, and returns, when old and worn out, from a sort of banishment, to his own country, to find himself forgotten by friends, and who has had, by reason of the nature of his service, few or no opportunities to better his financial condition, ought, like officers of the army and navy, to be allowed a decent retiring pension under certain limitations with reference to age and number of years of service.

JAMES DEERING, International Harvester Company, Chicago:

The provisions of the Lodge Bill meet with my hearty approval, and it is my earnest wish that the consular service of the United States be put on that successful business basis which has proven beneficial to so many large firms in all kinds of business, by the adoption of the "merit system." I am further in favor of only appointing such men for consuls as are qualified for the position in each particular instance, and who can speak the language of the country to which they are to be sent. Such consuls, when once appointed, should retain their positions as long as they successfully perform the duties pertaining to same.

The export of the manufactured products from this country is growing at an enormous rate, and manufacturers more than ever are looking for a foreign market for their products, and much valuable information can be given by the United States consuls in the various countries, which information, through the Department of Commerce and Labor, is sent to all those who are interested.

The longer a consul is located in a country the larger is his acquaintance, and the better is his source of information, as well as his knowledge of the needs of the country, and for this reason I am in favor of as few changes in the consular service as possible, and that removals be only made when it has been demonstrated by lack of ability that such a course is necessary.

ILLINOIS—CONTINUED.

ELLIOTT DURAND, Vice-President **Heath & Milligan Manufacturing Company**, **Chicago**:

I most heartily approve of the Lodge Bill, to provide for the reorganization of the consular service.

I believe it is as good a bill, generally speaking, as could be devised at the present time, and sincerely hope it will pass both houses of Congress at the next session.

The bill shows a great deal of care and painstaking in its composition, covering all salient points. The engaging of competent commercial representatives, the abolishing of fees and substituting of salaries, and, above all, the recognition of the "merit system," should make of this branch of government service an institution that will reflect credit upon the nation.

The consular service is becoming more and more important each year, and there is no doubt in my mind that immediate steps should be taken by Congress to put it in a condition commensurate with the importance of our own Government among the first-class governments of the world. I believe this may be accomplished by carrying out the provisions of the Lodge Bill.

HON. JAMES H. ECKELS, President **Commercial National Bank**, **Chicago**, formerly **Comptroller of the Currency**:

I wish to lend my endorsement to the Lodge Bill for the reform of the consular service, and to urge upon Congress speedy action thereon.

I have long believed that the consular service of this country could be more efficient if placed upon the lines laid down in the proposed enactment introduced by Senator Lodge. With thoroughly trained and equipped men in the service, unhampered by politics, and not liable to be disturbed except for cause, the business interests of this country abroad would be very greatly advanced, and I know of no better undertaking for the National Business League than the promotion of the passage of this measure.

LUTHER LAFLIN MILLS, **Chicago**:

I have read with care the Lodge Bill, which provides for the reorganization of the consular service of the United States, and express my deep appreciation of its merits and my hope that it will become a law during the coming session of Congress.

The necessity of reform in the consular service is apparent to every citizen who has given the subject any attention, and the

ILLINOIS—CONTINUED.

proposed legislation will, in my judgment, practically solve the problem of creating a service which shall worthily represent, throughout the world, the commercial and other interests of the republic.

One admirable effect of the adoption of this legislation will be the stimulating and encouraging of the young men of the country to prepare themselves, through the training of educational institutions and otherwise, for fulfilling the high and important duties of representing the nation in foreign lands. Thus will be created a body of citizens possessed of special qualifications for the work involved.

The efforts of the National Business League in furtherance of this reform merit the commendation of all our people.

A. C. McCLURG & CO., Chicago:

We desire to express our approval and hearty endorsement of the efforts of the National Business League in behalf of "An Act to Remodel the Consular Service of the United States," known as the Lodge Bill. We hope that this measure will become a law, and believe that not only the mercantile interests of the United States, but the interest of the nation at large, will be fostered and promoted by its passage.

EDWARD P. BAILEY, Manager The National Malleable Castings Company, Chicago:

We are in hearty sympathy with the Lodge Bill and with the efforts of the National Business League to place the consular service on a merit basis.

DR. WILLIAM R. HARPER, President The University of Chicago:

I am confident that the proposition contained in the Lodge Bill, if adopted, would secure greater business efficiency and more satisfactory results of every kind for America and Americans.

[In relation to the interest of prominent educators in consular reform, who have given their endorsements of the Lodge Bill, it should be explained that many of our large universities have included commercial and industrial subjects in their curriculum, with a view of preparing young men for diplomatic, consular and other official duties, and for general business careers in foreign countries; in confirmation of which Dr. Harper, in

ILLINOIS—CONTINUED.

an address to the National Business League, February 28, 1902, made the following statement:]

Technological work is now regarded as a necessity of our universities. Within five years twenty universities have established colleges of commerce and administration. This new development is as rapid and marvelous as the industrial development of the nation. Today the University of Chicago has a commissioner sent to Oriental countries to secure data for the application of scientific work to studies preparing Americans for life in and relations with these lands.

There have been wonderful changes in the world in all lines of business and industry, and education must keep pace with the advantages offered by the more modern conditions. We have concluded that Latin is not an essential thing. Greek is not an essential requirement to a full life. The man of today must study those things with which he will come in contact in his everyday life as a business man and a man of commerce and engineering and agriculture. Thus the universities are being influenced by the progress of industries. In the future, as in the past, universities are to be in touch with the commercial world and co-laborers in this great field.

From an address by JOHN W. ELA at the Annual Banquet of the National Business League, February 27, 1902:

In our present competition with England, France and Germany to capture the world's trade we are at a terrible disadvantage. Each of these countries has a thoroughly trained corps of foreign commercial representatives, while we have comparatively none. Their consular service is based on the "merit system"; ours on the time-honored American doctrine, "To the victors belong the spoils." Our picturesque consular corps apparently exists for the sole purpose of advertising to the outside world our peculiar method of rewarding local statesmanship. It is folly for us to expect to avail ourselves of the commercial opportunities which are opening up so wonderfully just now in the East, with instrumentalities so primitive and so absurdly inadequate.

It is a singular fact that at most of the points where we are making special efforts to extend our commerce we are flouting this fatal weakness in our consular system—this picturesque American exhibit, so to speak—in the faces of the very people

ILLINOIS—CONTINUED.

who are our fiercest competitors. Every civilized country in the world has a corps of trained commercial representatives abroad except the United States of America and poor old Turkey. It is not a pleasant thought—a classification which includes only the American and the unspeakable Turk—the Strong Man of the West and the Sick Man of the East!

There will be no real reform until a systematic and comprehensive one is enacted by the Congress. There should be an immediate reorganization of this service on the lines of the "merit system." The conclusive reason why this matter is sure to be remedied, with little further delay, is that business men now realize that it is a purely business question, and are combining with singular unanimity in support of the pending Lodge Bill.

FRANKLIN MAC VEAGH & CO., Chicago:

We wish to endorse, without reservation, the principles of the Lodge Bill for the reorganization of our consular service. We have long believed such reorganization, with the "merit system" as its fundamental idea, necessary; and it is needless to say that the present extensions of our foreign trade add the weightiest reasons for a change.

THE CHICAGO DAILY TRIBUNE, September 16, 1903:

The conspicuous feature of the Lodge Bill is that it takes the selection of consuls out of the hands of Congressmen. It provides that a man shall enter the service at the foot of the ladder after an examination which has showed that the applicant has some special qualifications for the position—that he has some knowledge of the commercial resources of the United States with reference to increasing and extending its trade with foreign countries, and that he can speak at least one foreign language. Promotion from the lower to the higher grades will depend on ability, and not on influence. The bill makes provision for the selection of fit men and gives them decent salaries. Except as to the most insignificant consulates, payment by fees will be stopped. That system of payment has often been productive of demoralization and scandals.

The system under which Congressmen are permitted to put in consular positions constituents about whose qualifications they know little and care less has not always worked badly. Many of the men thus pitchforked into office have developed notable

ILLINOIS—CONTINUED.

capacity and would have been more valuable to their country had there been greater permanency of tenure. The Lodge Bill, if enacted, will increase considerably the number of good men in the consular service, and give them, where they behave themselves, that permanency of tenure which is so desirable.

The National Business League will bring to bear all the influence it possesses to secure the passage of the Lodge Bill. It will do so because it wishes to promote the foreign trade of the United States. That can best be done through the agency of consuls who are familiar with the commercial and manufacturing interests of this country. They are an invaluable auxiliary of the American producer.

There are Congressmen who will dislike the Lodge Bill because it will interfere with their prerogatives, but it is to be hoped that the majority in the Senate and House will be aware of the need for a reorganization of the consular service, and will yield to the demand of business men that the persons sent abroad to look after the trade interests of the country shall be much superior on the average to those who have been sent in the past. There should be an end of politics and consequent lack of efficiency in the consular service.

PROF. JOHN H. GRAY, Department Economics, Finance, Administration, Northwestern University, Evanston:

I have read the Lodge Bill with great interest, and the whole subject seems to me a highly important one, and I believe this bill is as good a one as we are likely to obtain until we have further experience under improved methods. It is doubtless true, should this bill be passed, that experience under the bill would soon call for changes and improvements, but beyond doubt the bill marks a genuine advance and should lead to a great improvement in this important service, on which the success of our international trade depends probably as largely as on any one factor. Our consular service has done much in the past, but changed circumstances require that it should be organized at present on a very much more scientific basis. I heartily approve the Lodge Bill.

W. L. BROWN, President The American Ship Building Company, Chicago:

The Lodge Bill speaks for itself, hence needs no additional defense on my part. It is a well known fact that in the past

ILLINOIS—CONTINUED.

few years a remarkable change has taken place in the manufacturing industries of this country, and that instead of now being large importers of manufactured goods in various lines, we are rapidly increasing our exports. This makes it necessary for our representatives abroad to be selected from men familiar with the affairs of this country and to aid in building up its foreign business, and each and every step taken in that direction is one towards progress and the good of our country. Under the bill the method of such appointments is made clear and should meet the approval of every well thinking man in the national legislature.

CHARLES TRUAX, President Truax, Greene & Company, Chicago:

The National Business League and commercial interests generally should support the Lodge Bill, providing for the reorganization of the consular service of the United States, for the reason that, if enacted, it will greatly improve the service. That this service is sadly deficient in many essential features is well known and admitted by all who have given the subject careful investigation. It is true that a certain number of our consuls general and consuls have shown great proficiency in the conduct of their respective departments. These few, however, have but demonstrated the wonderful possibilities of the whole service, and served to throw into clearer light the utter incompetency of a large percentage of their associates.

The system of collecting and publishing commercial news has won much praise for our service, but the credit belongs to the bureau chiefs in Washington, aided by a few good consuls, rather than to Congressional legislation or the general efficiency of the entire service. It is true also that during the last few years our foreign trade has increased; but this is the result of enterprise and the exercise of business sagacity on the part of merchants, who, independent of the consular service, have successfully invaded the markets of the world.

The proposed bill will in a great measure correct the most glaring defects of our present system, namely, our methods of appointment, lack of sufficient salary (except in a few cases), the insecurity and usually short term of office, and the absence of classification on any rational basis. In our methods of appointment, the consular service becomes a part of the "spoils system," wherein candidates are selected at the request of politicians, although it is well known that such candidates possess

ILLINOIS—CONTINUED.

no particular ability for the work required, their sole qualification in many cases being political creed or partisan service. The sooner it is understood that editors, because they have rendered party service, ministers in failing health, lawyers without a practice, merchants who have not succeeded in business, or professional politicians without marked legal and commercial ability, cannot be converted into efficient consuls, the better it will be for the whole country.

Our consular service was originally created to protect the interests of our citizens in foreign countries, particularly American shipping. Today its most important service is that of fostering American commerce. The service required is altered in scope and character, while the administration of the department remains practically the same.

The present duties required of a consul are varied and numerous. An incumbent should not only be versed in commercial affairs, but capable of interpreting and applying the laws of our own country, as well as those of the nation to which he is assigned. They should be able to judge of intricate business problems, should understand the rules and regulations of marine service, and they should be proficient in several modern languages, particularly the one of the country to which they are assigned. Men who cannot meet these requirements should not be expected to devote their time and energies for the mere honor of representing the United States Government abroad. Salaries and tenure of office, with prospect of advancement according to merit, should be such as to attract equally as good a class of men as those who aspire to the management of steamship, telegraph and railway lines, and other large corporations. The salaries proposed in the present bill are not adequate, although offering an increase on present rates.

While civil service examination should be a necessary requisite to appointment, this examination should be broad enough in its scope to test the practical qualifications of the applicant, both for his appointment and subsequent advancement. This would result in a superior consular department, one whose value could not be overestimated. With the introduction of this system, and the payment of adequate salaries, high-class service could be secured. It is well known that in a majority of cases under our present system the salaries offered do not attract the types of men who are best qualified to render efficient service.

Considering the expense of living in many foreign cities, and the social demands upon our representatives, present salaries

ILLINOIS—CONTINUED.

are wholly inadequate. A limited number of places affording fixed salaries and notarial fees prove most lucrative positions. The balance, however, do not offer a respectable living for the incumbents. Not only does the United States pay inadequate salaries to its consuls, but the amounts appropriated for its offices and secretaries are in most cases totally insufficient. I have found many of the lower grades of consuls and consular agents quartered in shabby rooms, sometimes in a basement, attic, factory or shop, and often in a tenement house. In such cases I have often felt that, because of such quarters, it was almost a disgrace to be an American. Such petty economy is not found in any other department of our Government, and I believe every foreign office should be so equipped as to betoken a proper degree of dignity and liberality.

It is urged by members of Congress that these reforms cannot be instituted because of the additional expense to the Government. What reason, may we ask, exists for assuming that the consular service of the Government should be self-supporting? Neither the army, the navy, the Department of Agriculture nor the marine hospital service are self-supporting, and there is no more reason for expecting the consular service to pay its way than there is for any of the former.

Our consuls are expected to serve our whole nation, commercially and in every other way that pertains to our welfare, and the expense incurred should be assumed by the national treasury. Congressmen do not hesitate to adopt measures that increase a pension account resulting from a civil war of two generations ago, or to devote large sums for the support of the army, navy and other departments, but they seem to disregard the fact that a nation can meet such appropriations only when prosperous, and that prosperity largely depends upon negotiating our surplus products.

An improved consular service will aid in extending our markets, and our people will gladly endorse and pay for a first-class service so soon as it is divested of political influences and placed on a rational business basis.

CHAS. E. GRAVES, Assistant Secretary Republic Iron and Steel Company, Chicago:

The officers of this company are heartily in favor of the Lodge Bill, and believe that its passage will inure greatly to the benefit of the manufacturers of this country.

ILLINOIS—CONTINUED.

HENRY W. HOYT, of Allis, Chalmers Co., Chicago:

I have been very much interested in the Lodge Bill, providing for the reorganization of the consular service of the United States. It certainly is drastic in some of its provisions, and will probably have to be amended by the proper committee. It is, on the whole, a good bill, and when amended in several particulars will increase the efficiency of our consular service, which, in my opinion, has never been up to high-water mark.

It is gratifying to note that it is the purpose of the bill to remove the consular service as far as possible from politics. We will never have a thoroughly practical service until this is done. While making the change, however, it must be borne in mind that we have many able men in the service who can continue to be efficient, but who would probably not be able to return to the United States and pass the critical examination provided for. Due allowance should be made for cases of this kind, and a man's services should not be lost simply because he is short on theory, however long he may be on the practical end of the proposition. The Lodge Bill appeals to me as being a move in the right direction.

E. ALLEN FROST, General Counsel National Business League, Chicago:

The volume in production of our manufactures far exceeds the demand for home consumption, and the margin of profit in practically all lines is rapidly decreasing. If our commercial supremacy continue, in view of these conditions, it is imperative that our industries be operated continuously at the maximum of output in order to have the minimum of cost. This continuous and permanent operation is not possible if consumption be confined to home demands. The broad markets of the world must be reached and held in order to overcome the effect of poor crops and possible depression at home. By reaching all countries life insurance companies keep down the average of loss and prevent pestilence in one section bringing complete bankruptcy in all.

So we must create and stimulate a demand for our manufactured goods in all the markets of the world if we would escape overproduction and consequent disaster at home. To provide this broad and permanent basis for our industries, absolutely reliable, exact and fresh information of the conditions existing in other countries is required by our manufacturers. The individual manufacturer cannot afford to, nor is it possible for him to gather this information. It is properly the function of the

ILLINOIS—CONTINUED.

General Government, which prospers with the prosperity of its people.

Men of character, experience, broad and sane judgment are necessary to thus bring foreign conditions and opportunities home to our industries.

The provisions of the Lodge Bill are well adapted to secure permanently such men for our consular service. Under a faithful administration of such a law, I believe our great industries can be made so secure by reason of their equalized world market as to escape largely the fear of panics and disaster at home.

A wise patriotism demands imperatively a broadening of our business, industries and sympathies.

The Lodge Bill should become a law.

CHARLES F. QUINCY, President Railway Appliances Company, Chicago:

I have read the Lodge Bill, and am very much interested in its provisions; particularly because of personal experiences in foreign countries, where, in several cases, I found our country was poorly represented. I am heartily in sympathy with the requirement that none but Americans shall be eligible. In several instances I met United States consuls abroad who had never visited our country, and could hardly speak our language. The bill is an excellent one, and I assure you of my co-operation in every way possible.

F. G. LOGAN, Commission Merchant, Chicago:

Relative to the Lodge Bill, which contemplates complete reorganization of the consular service on the basis of the "merit system," placing it beyond the insidious power of political influence, under which, in the natural order of things, important posts were given to men qualified by neither nature nor experience for the particular posts to which they were sent; these posts also, looked at from the standpoint of our own country, are of great importance, and certainly no business man, or an observer of any kind, but must agree that the requisites of ability to speak the prevailing language of the country, backed by extensive knowledge and study of the trade conditions and requirements of that as well as his own country, should be necessary.

For the honor of the nation I hope the Lodge Bill may pass.

ILLINOIS—CONTINUED.

E. J. BUFFINGTON, President Illinois Steel Company, Chicago:

Referring to the Lodge Bill, which contemplates a reorganization of the consular service along the line of a strictly "merit system," it is needless to say that such a measure will meet the approval of every commercial body in the United States. Without casting any reflections upon this service in the past, it is an evident fact that the growing importance of our foreign trade demands the largest possible improvement in our consular service. Our trade relations to the balance of the world are broadening very rapidly, and the early passage of this bill is a matter of much interest to every one in any wise connected with a manufacturing or commercial enterprise, and I trust that the National Business League will meet with hearty co-operation in the furtherance of the proposed measure.

MR. EDWIN S. CONWAY, Secretary W. W. Kimball Company, Manufacturers of Pianos and Organs, Chicago:

If there is anything that needs readjustment, and needs it badly, it is our consular service. Our foreign appointments in the past have been too largely political, or rather made to pay political debts, whereas such selections should be made solely on the "merit system" and men selected for our consular service abroad peculiarly fitted for the commercial work assigned; and secondly, and what is equally important, we should do away with the fee system entirely. As matters now stand, it is to the interest of the consuls to export all possible from abroad to their own country, and there is no encouragement offered for them to increase the imports into their territory from their own country. The fee system should be abolished at once, and, if necessary, pay our consular agents abroad for inducing people to buy the products of this country.

THE NATIONAL LIVE STOCK EXCHANGE, Union Stock Yards, Chicago, March 8, 1900:

Responding to your recent favor in re "House Bill 7097 and Senate Bill 2661," contemplating a complete reorganization of the consular service, I beg to state that this Exchange has since 1893, when it petitioned President Cleveland to urge upon Congress the importance of making provision, through a reorganization of our consular service, for the successful and increased interchange of our commodities with other nations, been a constant advocate of suitable legislation looking to that

ILLINOIS—CONTINUED.

end. It has held that appointees should be men of character and intelligence, thoroughly qualified to discharge all of the duties pertaining to their office; that the service should be under the civil service system; that advancement should be on merit; and that such compensation should be given as would insure best obtainable service.

This Exchange favors the adoption of the above bills and will take pleasure in lending its influence to secure their passage as soon as they are reported out of the committees.

W. H. THOMPSON, JR., President.

F. H. BRENNAN, Secretary The N. K. Fairbank Company, Chicago:

That our consular system, now in operation, is entirely inadequate seems obvious to every intelligent business man who is interested in the commercial expansion of this country. The growing demands of our foreign trade require that immediate action should be taken to completely reorganize the consular service. The Lodge Bill, which is of such national importance to our commercial and industrial interests, should recommend itself to the favorable consideration of Congress.

FERDINAND W. PECK, Chicago:

I heartily approve of the Lodge Bill to provide for the reorganization of the consular service of the United States.

BENJAMIN J. ROSENTHAL, President The Importers' and Manufacturers' Millinery Company, Chicago:

The industrial and commercial interests of this country have always been handicapped in their efforts to enter foreign markets, principally from the lack of intelligent and effective co-operation of our consular service.

We have a few excellent consuls, but most of the appointees, having been selected for political reasons, are much below the grade of efficiency that should be maintained by a great nation like the United States.

We have plenty of men competent to fill consular positions with credit to themselves and benefit to business interests, and under the "merit system" and other provisions of the Lodge Bill, which I hope will be enacted during the Fifty-eighth Congress, it will not be difficult to bring the consular service up to the standard of excellence attained by other countries.

ILLINOIS—CONTINUED.

HON. CHARLES G. DAWES, President Central Trust Company of Illinois, Chicago, formerly Comptroller of the Currency:

I have read with interest the Lodge Bill for the reorganization of the consular service of the United States. The bill seems to me to be framed along correct governmental and business principles, and its passage into law would certainly improve the consular service. The efficient efforts which the National Business League is now making in encouraging general support for the bill are most commendable.

HELGE A. HAUGAN, President State Bank of Chicago:

The Lodge Bill, for the reorganization of the consular service of the United States, is a splendid move. It should meet with the approval of all our people interested in extending our trade in foreign lands. Under this law we will be represented by men specially trained and adapted for their work. It opens up a wide and promising field for bright young men who may graduate from our technical institutions of learning. I sincerely hope that the bill will be passed.

STANLEY McCORMICK, International Harvester Company, Chicago:

I beg to say that I consider the Lodge Bill a most excellent measure, and believe that, if passed, it would appreciably add to the efficiency of our consular service. I am in full sympathy with the idea that the test of a candidate should be entirely confined to his fitness for the office, rather than on the weight of political influence that he may be able to bring to bear.

Taking into consideration the importance of the foreign trade to this country, we should have a consular service second to that of no other power, and if the provisions of the bill in question are favorably acted upon I think it would bring about the desired result as effectually and in as short a time as any plan which could be devised.

FRANCIS BEIDLER, of Francis Beidler & Company, Chicago:

I am convinced that if our consular service was composed of men with the same tact and enterprise that the ordinary commercial salesman who is on the road possesses, our export trade would increase to an amazing extent.

ILLINOIS—CONTINUED.

F. BAACKES, General Sales Agent American Steel & Wire Company, Chicago:

We are in favor of the Lodge Bill, as we believe it will result, if enacted into law, in a distinct improvement in the consular service by removing it from political influences and enlisting the services of competent men who are at present deterred from entering the service because of the uncertainty of tenure under the present system and the inadequacy of the remuneration in many instances. We do not, however, attach much importance to the idea of extending our markets abroad by means of appointing commercial representatives as consuls. Our experience is that if an American manufacturer desires to build up an export business, he must either secure the services of competent representatives in the markets he desires to reach, or, if his business is not of sufficient magnitude to warrant this, he can obtain best results by entrusting his interests to one of the large American export houses possessing the necessary organization of foreign branches or agents. Although there are, doubtless, cases in which a consul can influence business in the interest of the manufacturers of his country, we believe that the possible aggregate of such business is altogether insignificant compared with what the manufacturers themselves could obtain by proper attention to their own business instead of relying upon the efforts of consuls, who, in the very nature of things, cannot be expected to be thoroughly conversant with more than a very few of the many diversified lines of American manufacture. Notwithstanding popular impressions to the contrary, we doubt if any considerable amount of business is secured by British or German manufacturers through the influence of their consuls, although of course the political influence of the European governments, notably that of Germany, has been successfully employed for securing government contracts for warships, war material, public works, etc. In our opinion the large export trade of Great Britain and Germany is almost entirely due to the enterprise and business-like methods of the manufacturers and merchants of those countries. Even the value of the information compiled by British and German consuls, and published by their governments, is in our opinion very much overestimated, because the information does not reach the public until long after it is compiled, and is frequently of such a nature that it could have been readily obtained by the manufacturer himself, and much more promptly, through a competent agent or banking firm doing business in the foreign market in question. With few

ILLINOIS—CONTINUED.

exceptions, we have found that the principal British, French, German and Austrian banking institutions are usually willing to supply correct and valuable information as to the reputation and financial standing of the firms in the countries where they do business, without discrimination as to the nationality of the inquirer. Even for the purpose of collecting statistics and information as to the imports, exports, needs and resources of the various foreign markets, it is our opinion that institutions like the "Philadelphia Commercial Museum" are capable of obtaining more reliable and satisfactory information than any consular service with which we are acquainted.

In our opinion, one of the most important duties of a United States consul is to aid American citizens abroad with advice, and to afford them protection and assistance in obtaining their legal rights in case of controversy with foreign citizens or public authorities. He should therefore be a man of intelligence and education, and of such general character as to command respect in the community in which his duties are performed; energetic, but tactful; conversant with the language of the country, or at all events with a language currently spoken there, and sufficiently acquainted with its laws and customs to be able to give intelligent and reliable advice to such of his countrymen as may stand in need of it. It is evident that men possessing such qualifications and the necessary experience can only be obtained by offering them a permanent career in the service, not dependent upon political opinion or influences, and by training them in subordinate positions abroad in order to fit them for the higher posts of the service. We believe that the Lodge Bill would tend to secure a consular service of the kind we have described, and we, therefore, advocate its passage at the earliest possible moment.

J. A. SMITH, S. D. Childs & Company, Chicago:

I am very strongly in favor of the enactment of the Lodge Bill. It is a fact, which has been glaringly apparent for many years, that the consular service of our government is far inferior to that of other leading powers, notwithstanding many efficient men are included in its personnel; and I believe that the rapid strides which have been taken by the merchants of the United States in export business during the past few years imperatively demand a radical improvement in this branch of the public service.

ILLINOIS—CONTINUED.

DANIEL M. LORD, President Lord & Thomas, Chicago:

In regard to the Lodge Bill to provide for the reorganization of the consular service of the United States, I am heartily in favor of anything that will tend to putting into that service men who, first, understand our country and its capabilities for exporting, and, second, that they can speak the language of the nation to which they are accredited. Anything that tends in this direction has my hearty support, and until we have such a service we cannot help but be a laughing stock of the nations of the world. We are supposed to lead in most things,—in this we are certainly near the tail end. God speed the day when an improvement can be made.

A. C. BARTLETT, Vice-President Hibbard, Spencer, Bartlett & Co., Chicago:

We beg to assure you that we are heartily in sympathy with this measure.

Export shipments constitute an important and rapidly growing feature of our sales, and for some years we have held that the consular service of this country should be recast upon a strictly business basis, and that politics should, so far as possible, be eliminated from it.

MR. GEO. W. SHELDON, of Geo. W. Sheldon & Company, Custom House Brokers, Chicago:

The Lodge Bill for the reorganization of the consular service of the United States, as I view it, is a long step in the right direction, but I think it should go a step further, and do away with the consular fee which is charged for invoices covering goods shipped to the United States.

To the uninitiated it would seem that when a foreign shipper sends goods to the United States, he would pay for the necessary consular certificates—two invoices—and I assume that when the consular fee was first established it was supposed that the shipper of the goods or maker of the invoice would pay our consuls at their own expense. The practice, however, at the present time, and for the past thirty years or more, has been that while the shipper of the goods or the maker of the invoice does pay the United States consul the fee charged by him for the certification of the invoices, still he, at the same time, charges the amount in the invoice which he makes to the shipper, and the shipper ultimately pays it. It, therefore, becomes an indirect United States tax on the importer.

ILLINOIS—CONTINUED.

It is comparatively an insignificant tax, though none the less annoying to an importer. The total fees collected by the United States consuls on invoices certified by them during the past three years are as follows:

1900.....	\$1,011,610.95
1901.....	1,004,824.10
1902.....	1,097,475.03

Bearing out, therefore, I think, my statement that the tax is insignificant, and one which our government can well afford to cause to be repealed.

The application of the law has missed its mark, in that it is our citizens who have to pay the fees instead of the shipper, as originally intended; therefore repeal it.

ALEXANDER H. REVELL, President **A. H. Revell & Company**,
Chicago:

The Lodge Bill, for the reorganization of the consular service of the United States, on the merit system, has my hearty endorsement. While we have a number of very efficient consuls in certain foreign commercial centers, the service is mainly below the grade of excellence that should be maintained abroad by this government.

Fees should be superseded by salaries sufficient to attract to the service men of marked ability, and the term of office be co-existent with efficiency and good deportment.

The Lodge Bill provides for these conditions, and its enactment during the next Congress is a matter of great import to the manufacturing and commercial interests of this country.

GEORGE FREDERIC STONE, Secretary Board of Trade of the City
of Chicago:

The enactment of the Lodge Bill, contemplating a complete reorganization of the consular service, would, in my view, be of incalculable benefit to the commerce of the United States.

It is really surprising that this country, having such vast commercial and industrial interests, has failed to apply plain business principles to our consular service. The competition which American merchants meet in all the great markets of the world is more pronounced and severe than ever before in the history of the country, and one of our most urgent duties in connection with our foreign commerce is to provide for specially qualified officials to fill our consular positions; such officers should be familiar with the language of the country whither

ILLINOIS—CONTINUED.

they are sent, should have a thorough mercantile education and be familiar with our manufacturing products and acquaint themselves thoroughly with such features of the demands for American merchandise as will result in adapting the products of our manufactures to such demands.

The enactment of the Lodge Bill, I have no doubt, will be speedily accomplished, as the reasons for its passage are so manifest, so practical and so intimately and vitally related to the general commercial welfare. This measure would give at once to the varied industries of our land an impetus which would have a marked effect upon the volume and value of our export trade and the prosperity of our manufacturing centers. Another important provision of this bill is, that it provides for continuance in office during good behavior and efficiency of service. Again, the enactment of the bill would stimulate a careful and thorough study of our commercial affairs and would create an ambition in our schools and universities for young men to prepare themselves for a permanent official position in the service of the government.

This bill, which has already received the support of the chief commercial organizations of the United States, was early and effectively advocated by the National Business League and by the Chicago Board of Trade.

THE CHICAGO CHRONICLE, August 2, 1903:

The Lodge Bill, if it should become a law and be enforced, would deprive the victors of spoils which they find useful in the payment of their private political debts of gratitude or vengeance. That is why they treated it with contumely.

But it is not dead. It is to be introduced in both houses when the Congress elect convenes, and it is likely to be treated more considerately because the dividers of spoils will better understand that the power behind the measure—the business men of the country, represented in the National Business League—is one which ambitious statesmen cannot afford to despise.

The bill proposes to reorganize the consular service, to substitute fixed salaries for fees, to appoint and promote for merit to be ascertained by examination and actual service—in short, to take the consular bureau out of personal and party politics and make it a thoroughly capable agency for the promotion of our commercial interests abroad.

This is what it ought to be and is supposed to be. The busi-

ILLINOIS—CONTINUED.

ness men of the country in seeking to make it such in fact will be supported by a public sentiment practically unanimous outside of those who profit by the spoils as distributors and recipients. With such support their success is only a question of time, and the time will not be very long.

The bill requires that every candidate for appointment in this branch of the public service shall possess in addition to such elementary knowledge as is supposed to be gained in our common schools a general knowledge of the trade conditions and commercial resources of the United States and of the country to which he is to be sent, and the ability to speak fluently either French, German or Spanish, as well as to speak and write good English.

This applies not only to new applicants for appointments, but to those already holding appointments. Everyone failing to pass the prescribed examination is to be dropped from the service. A reasonable time, however, is allowed for them to qualify themselves for continuance.

Provision is made also for a real inspection of the consulates in place of the perfunctory inspections which are now made mostly by people who wish to travel at the public expense with the advantages attaching to an official capacity, and who have "pull" enough to secure the commissions.

In fine, the bill is intended and apparently well calculated to secure a thoroughly efficient consular service by weeding out and keeping out the unqualified and inefficient. It is strict in its requirements, but none too much so. It will not accomplish its purpose, of course, unless it is faithfully administered. But we must first have the law. Then if it is not carried into effect according to its purpose, in spirit as well as in letter, we shall know where the responsibility rests, and can apply the remedy.

EDWARD J. PARKER, Cashier State Savings Loan & Trust Co., Quincy, Ill.:

My attention has been called to the Lodge Bill, which contemplates a reorganization of our consular service.

Considering our great increase in population and capital, marvelous inventions, capacity for production, facilities for distribution at home (though lack of American shipping hinders the desired freedom of our ocean commerce), our new acquisitions, the prestige and power of the United States, the achievements of diplomacy in securing for us the "open door" in the Orient, it would seem as if an intelligent, progressive and ag-

ILLINOIS—CONTINUED.

gressive policy should at last be adopted in securing for our expanding commerce a consular and diplomatic service which will materially assist its development.

Any citizen who travels very much abroad soon realizes that our foreign service with untrained representatives, who are appointed through political influences, rather than from consideration of fitness, and who are generally unable to speak the language of the country to which they are accredited, places our country and the business of her citizens at an enormous disadvantage with older and wiser states, possessing intelligent, trained and practical representatives.

For these reasons, and many others which might be urged, reforms should be brought about—and without further loss of time—by congressional enactments.

E. H. KEELER, Secretary Rockford Lumber & Fuel Company, Rockford:

We heartily endorse the efforts being put forth by the National Business League to secure the early passage of the Lodge Bill, contemplating the reorganization of the United States consular service.

We sincerely trust this bill will receive favorable action in the Senate and House at the first session of the Fifty-eighth Congress. The passage of this bill will materially assist in the cultivation and extension of our foreign trade.

EDGAR D. HARBER, President Harber Bros. Company, Bloomington:

I am not only willing, but very pleased to endorse the movement you have begun to increase the interest of the business world in the Lodge Bill, which provides for the reorganization of the consular service of the United States. I can most heartily commend this bill for myself and associates. It is a move in the right direction,—one that should have been undertaken years ago.

WM. H. PARLIN, President Parlin & Orendorff Company, Canton:

Referring to the Lodge Bill, will state that we have made some investigations in regard to same, and conclude that the bill should be passed by the next Congress. There is certainly great need for improvement in that direction, and we trust that the National Business League will use its best efforts towards the passing of this bill. We are sure the Senators in our own state are thoroughly up to date and will favor this bill.

INDIANA.

M. A. POTTER, Treasurer E. C. Atkins & Company, Sheffield Saw Works, Indianapolis:

The writer had the opportunity of visiting quite a number of cities on a recent trip, covering most of the Mediterranean ports, and also a dozen or more of the leading cities of Europe, in which our government is represented by its consular service. In talking with the native business men, and also resident Americans, he learned something of the conditions prevailing in our consular service, and found that, with two or three exceptions, the service was not regarded as satisfactory. While the personnel of the offices was not criticised in many cases, yet the lack of business methods and evident unfitness of some of the incumbents was freely commented upon. The remark was frequently made that the method of appointment, through political influences, was very detrimental to the business interests of the country, and until a change could be brought about so that our official representatives abroad should all be appointed independent of political influence, we could not expect our consular service to be of much greater benefit.

The comparative standing of our representatives with those of other leading nations is a matter which is a source of much chagrin to our citizens who are living abroad, or who, in traveling, are temporarily coming in contact with the United States officials.

We are sure that the objects of the National Business League are worthy of the heartiest support on the part of the business men of the country, and we trust that the efforts to secure the passage of the Lodge Bill, copy of which you have sent us, will be successful. The sooner it becomes a law, the better it will be, we think, for the business public, as well as for the credit of the country.

P. C. DECKER, President of the German Bank of Evansville, Evansville, Ind.:

I heartily approve of the measure "which contemplates a complete reorganization of the consular service," and hope it may be passed without delay, as the commercial interests of this country demand an intelligent consular service, such as only experienced and trained officials can render. By all means drop politics and let "merit" decide in the appointment of officials in the service where such vast interests are at stake.

INDIANA—CONTINUED.

B. G. HUDNUT, Terre Haute:

Concerning the United States consular service, it has been my experience that too much politics and too little business in appointments to this service is largely the trouble. I believe good, strong, capable business men should be selected for such posts and paid good salaries, and hope the proposed Lodge Bill will remedy existing evils.

PRESTON HUSSEY, President National State Bank, Terre Haute:

I am in favor of the early passage of the Lodge Bill, providing for the reorganization of the consular service of the United States, and trust it will become a law.

IOWA.

F. S. KRETSINGER, President The Iowa Farming Tool Company, Fort Madison, Iowa, and American Fork and Hoe Company, Cleveland, Ohio:

When I contemplate the work undertaken by the National Business League and similar organizations, of promoting and influencing legislation in the line of strict business principles, I appreciate that it is an honor to be a member of such, and I heartily endorse their efforts.

On the question just now on the carpet—that of the reorganization of the consular service of the United States—there is only one side, and there can be no doubt of the merit of the Lodge Bill, and I sincerely hope that it or a similar bill may become a law at an early date.

W. H. DAY, President Standard Lumber Company, Dubuque:

I think it has been impressed on almost every observing citizen who has traveled somewhat in foreign countries, and come in contact with our representatives abroad, that there is crying need for improvement in our consular service. That a well organized service appointed and maintained on the merit system rather than the spoils system in vogue, would be a great gain, is, I think, generally accepted by reasoning and reasonable men; hence I heartily approve of the effort your organization is making and proposes to make, to the end of bringing about a reform of this nature.

HENRY C. STRUCK, JR., Cashier Davenport Savings Bank, Davenport:

I heartily favor the passage of the Lodge Bill, which aims to completely reorganize the consular service, by abolishing the

IOWA.—CONTINUED.

fee system and substituting fixed salaries. By the passage of this bill men of merit only will be recognized as applicants for consular positions, and this will give our country a most competent representation in foreign countries.

I hope that Congress will see fit to pass this bill at the earliest possible moment.

KANSAS.

P. I. BONEBRAKE, President The Central National Bank of Topeka:

The Lodge Bill for the reorganization of the consular service has my emphatic approval.

The plan of educating men for the service, appointment and promotion for merit, eradication of politics and substituting fixed salaries for fees, will be a great improvement on our present system.

KENTUCKY.

GEO. C. AVERY, B. F. Avery & Sons, Louisville:

I have read with a good deal of care, as well as satisfaction, the draft of the Lodge Bill, and the changes it suggests and recommends in our consular service are such as meet my hearty approval, and I trust it will not be long until said bill becomes a law.

DR. BURRELL A. JENKINS, President Kentucky University, Lexington:

If I understand correctly the purpose of the Lodge Bill, which was reported favorably by the Committee on Foreign Relations during the last Congress, I believe this enactment will be of great value to our consular service. The "merit system," the selection of men for worth only and not for political affiliations, is a basis to which we must come if we are to make our consular service, as well as all our governmental functions, as effective as they ought to be.

MASSACHUSETTS.

HEYWOOD BROS. & WAKEFIELD COMPANY, Wakefield:

We have carefully read the Lodge Bill, and it seems to us that the movement for fixed salaries in lieu of consular fees is in the right direction. Other features of the bill also seem to us well calculated to promote the efficiency of the service. We hope the bill will have an early passage.

MASSACHUSETTS—CONTINUED.**DAILY EVENING ITEM, Lynn, August 14, 1903:**

The provisions of the Lodge Bill, if enacted, would give us a representation abroad that could not fail to command respect and at the same time advance American interests in the countries to which the consuls would be accredited. The National Business League, a non-partisan organization, with headquarters at Chicago, with an advisory committee comprising gentlemen in every important city of the land, is greatly interested in the proposed change, which will mean so much to the commercial interests of the country. It will make a strong effort to have this bill enacted during the coming Congress, and all who are concerned in foreign trade, and even those who travel for pleasure, should exert what influence they have with their Congressmen and Senators to the same end.

LOWELL (MASS.) BOARD OF TRADE:

Resolved, That we heartily favor the passage by Congress of the Lodge Bill, so called, for the reorganization of the consular service of the United States, believing that the changes contemplated would prove of great value to our manufacturing interests.

B. HODGMAN, Secretary. CHARLES H. CONANT, President.

SHOE AND LEATHER REPORTER, Boston, July 30, 1903:

The Lodge Bill merits unqualified support of the manufacturing and business interests that hope for greater trade expansion. It is unnecessary to cite the numerous instances which have proved a drawback to our efforts in this direction, and that the reform which it is desired to accomplish is the exact opposite of prevailing conditions will be readily admitted by those who are now hampered in seeking foreign patronage. Those conversant with the country's great producing capacity will not ask to be convinced of the expediency of furnishing all the facilities within our power that will enable manufacturers and exporters to carry our wares wherever there is a possible sale for them. A greater outlet is certainly needed than we have at present. To us it appears that we can only benefit to the utmost by a foreign representation that has a complete understanding of our financial methods and industrial systems, or, in other words, we should have the same ability in our foreign consulates to further our business interests that would be expected of a representative that a manufacturing firm would select to establish and main-

MASSACHUSETTS—CONTINUED.

tain a trade in other countries. This ability, however, may not be anticipated while such offices are the prizes for any party henchman whose chief qualification consists of animation during political campaigns.

There are many engaged in the manufacture of shoes and leather who would profit largely by the improvement of our foreign service which is sought. In fact, that which makes for a wider distribution of shoes and leather is a benefit to the trade at large. It is not difficult to locate the opposition to this movement, but when the industrial element see the advantages to accrue by lending their aid they should enter into the campaign with enthusiasm and endeavor to wipe out the defects which are now detrimental to our business relations in the markets of the world.

THOS. STRAHAN, Thomas Strahan Company, Chelsea:

I have carefully considered the Lodge Bill for reorganizing the consular service of the United States, and think that it covers the entire ground, and is just such a bill as we need. I think in our section there is unquestionably a demand for just such a bill as this is, and I feel confident it will meet the approval of our citizens. I herewith express the wish that no effort be spared to urge the passage at the coming session of Congress.

FRANKE W. DICKINSON, formerly President of Board of Trade, Springfield:

It would seem that no argument is needed to prove the necessity for such reform in the consular service as is contemplated by House Bill 7097 and Senate Bill 2661, and these bills seem well calculated to bring about that improvement of the service which is imperatively demanded to safeguard the business interests of our country, in foreign lands. I gladly add my voice in support of the proposed legislation.

J. L. CHALIFOUX, Lowell:

The passage of the Lodge Bill is an absolute business necessity; without it the country cannot be prosperous to its fullest degree.

It is a simple business proposition with great possibilities and no drawbacks.

Our consular service, as constituted at present, is fully fifty years behind the times, and is a reproach to America's progressiveness.

MASSACHUSETTS—CONTINUED.

Commerce is the predominating factor of this era, and it demands peculiar requirements from American consuls, fitting to the needs of our foreign commerce.

THE BOSTON JOURNAL, June 27, 1903:

Not until our consular service is put on a business basis and is entirely alienated from "spoils" can we expect to secure competent commercial representatives to extend our markets abroad. We have not infrequently been humiliated in entering consulates on the continent of Europe, as well as elsewhere, not only by the inability of consuls to appreciate commercial values, but by their want of culture and refinement and adaptability to the enterprise in hand. We have some good consuls by accident, but not by deliberation.

A foreign consul should be informed in commercial law, in international commerce, in the laws of trade and of industrial economics. He should be thoroughly acquainted with physical geography as well as with political geography. The history of commerce should be as familiar to him as the story of his nativity.

Senator Lodge's bill for the reorganization of our consular service takes things by the handle, and not by the blade.

To one feature of the bill, and one alone, we take exception. It provides that every consul must be able to speak either the French, German or Spanish languages as fluently as English. It seems to us that the consul should speak fluently not only the English language, but the language of the country to which he is sent if that country be other than English. Of course, the more languages the consul knows the better; but if he speaks only the language of the country in which he is located, when that country is English, other things being equal, it would not seem that he should be outlawed.

ELMER H. CAPEN, President Tufts College:

The Lodge Bill, proposing a reorganization of the consular service and providing for an improved classification on the basis of the merit system, meets my most cordial approval. I have long felt that the consular service of the United States should be raised and dignified and made more efficient; that young men should be encouraged to fit themselves for the consular service, with the assurance that they might obtain appointments with the certainty of permanency and advancement in the case of acceptable service. I certainly hope that the bill will become a law.

MICHIGAN.

THE CREDIT MEN'S ASSOCIATION, Grand Rapids, May 19, 1903:

Resolved, That the Grand Rapids Credit Men's Association recommend and strongly urge the favorable passage of the Lodge Bill, to provide for the reorganization of the consular service of the United States, which has been reported favorably to the United States Senate by the Committee on Foreign Relations.

EDWARD C. HINMAN, Treasurer American Steam Pump Company, Battle Creek:

I have read the Lodge Bill and endorse it. I believe if the bill becomes a law, the consular service of the United States will be vastly improved and will become of great service to the manufacturers of this country. I cannot see any reason why the bill should not become a law, and believe that every manufacturer of this country who is interested in export trade will co-operate with your League in this matter. Up to date, the consular service of America has been of little or no use, to my knowledge, in promoting the manufacturing interests.

THE MERCHANTS' AND MANUFACTURERS' EXCHANGE, Associated Wholesale Merchants and Manufacturers, Detroit, February 15, 1900:

WHEREAS, Our attention has been called to the desirability of the passage of the bill introduced in both Houses of Congress and known as Senate Bill 2661 and H. R. 7097, therefore be it

Resolved, That we approve this bill for the improvement of the consular service of the United States, and urge its passage upon Congress in the interests of the business men, as well as all other citizens. The requirements of the bill are deemed wise and reasonable, and will commend themselves to anyone who desires to see this country creditably represented throughout the world.

Resolved, That we request the Senators and Representatives from Michigan to support this measure and urge its passage, and that copies of these resolutions be sent to them and to the General Secretary of the National Business League.

THOMAS HUME, Hackley & Hume, Muskegon:

I am heartily in favor of the Lodge Bill, providing for the reorganization of the consular service of this country, and will be glad to do anything I can at any time to assist in getting favorable consideration for it.

MICHIGAN—CONTINUED.

DR. JAMES B. ANGELL, President University of Michigan, Ann Arbor:

I have examined the so-called Lodge Bill, which you have sent me, and indeed I was previously familiar with its principal features. I think that this or almost any similar bill would result in the improvement of our consular service. Without attempting to comment upon any of the details, on some of which there might be a difference of opinion, I would like to call your attention to the fact that in my opinion it is extremely desirable that either in this bill or in a separate bill there should be provision made for the training of interpreters for the consulates in oriental countries. A bill has become law providing for the education of young men at Pekin, who, I suppose, may be made available for this purpose as consular clerks. It seems to me very desirable that similar provision should be made in Japan and in Turkey. In all the oriental countries at present our consuls are obliged to depend for interpreters for the most part upon natives of the country in which they are serving. These natives are frequently untrustworthy, and in many of the consulates have caused much embarrassment. I could go into details if necessary, but I content myself simply with directing attention to this lack in our system. Some of the European powers have taken pains to train young men who, beginning as consular clerks, may rise through the various stages of promotion to the position of consul. They can rise to this post when they have become familiar with the language and the habits of the people among whom they are to act. The advantages of such knowledge can easily be seen.

J. L. HUDSON, President The J. L. Hudson Company, Detroit:

I think very well of the Lodge Bill, and hope it will be passed soon. There is not any question in my mind as to the fee system being a bad one. The only objection I see to the bill is that it does not entirely do away with fees. The merit system must certainly recommend itself to every business man.

BERRY BROTHERS, LIMITED, Varnish Manufacturers, Detroit:

We are in full sympathy with the Lodge Bill, which was reported so favorably to the Senate by the committee on foreign relations during the last session of Congress, which has for its aim the complete reorganization of the consular service, and to remove this important branch of our government quite beyond any and all political influences, and that the "merit system" be

MICHIGAN—CONTINUED.

adopted in the selection of our consuls for foreign countries. This bill certainly should have the full endorsement of all commercial bodies throughout the country, and we sincerely hope that it will pass both houses without a dissenting vote at the next meeting of Congress.

F. W. WARNIG, Secretary Board of Trade, Detroit, March 7, 1900:

I have the honor to respectfully inform you that the Detroit Board of Trade, at a recent meeting, unanimously endorsed House Bill 7097 and Senate Bill 2661, relating to the reorganization of the consular service.

THE DETROIT TRIBUNE, June 8, 1903:

The National Business League, an organization including in its membership the representative men of the industrial and commercial world from every State in the Union, is already busy with arrangements for renewing, at the coming session of Congress, its energetic and determined campaign for the reform of the consular service. Its first purpose, that of establishing a Department of Commerce, with its chief a cabinet member, having been accomplished, the league can now concentrate its energies on promotion of the kindred project for removing the consular service from the spoils division, and putting it on a business basis by having all appointments and promotions made by the merit system. This is the central idea of the Lodge Bill, which failed in the last Congress, but which will be reintroduced next December in both houses. A secondary provision is the abolition of the fee system of paying consuls and their assistants, and the close classification of consular posts, each carrying its appropriate salary.

The hope of success for this effort to induce Senators and Representatives to give up so handsome a block of patronage pie lies in the fact that the men behind the movement are not doctrinaires or theoretical reformers, but practical business men, heads of great manufacturing and mercantile concerns, bankers, importers, exporters, presidents of boards of trade, chambers of commerce and grain exchanges. They are men practically familiar not only with the needs of trade but with the business of a consular officer, and are not to be deceived as to the proper qualifications for such a position or the proper discharge of its duties. Their demand for sweeping reorganization of the service is born of bitter experience with its present inadequacy, incompetency and ignorance, and they represent sufficient material

MICHIGAN—CONTINUED.

interests to insure them a hearing, even from the most stupid and selfish patronage broker in either house.

What they ask is that, since this service is designed especially to promote our business interests abroad, it be put in the hands of men capable of accomplishing that purpose. To this end they would abolish the time-honored system of using these appointments as rewards for more or less dubious political services to Representatives and Senators, and require for admission to the consular force a strict examination to determine the applicant's knowledge of the business conditions of his own country and of the country to which he is to be accredited, and would also have him required to be master of either the French, German or Spanish language, in addition to his own. All consular officers would hold their positions during good behavior, and promotions as well as appointments would be dependent upon proved capacity and after due examination. It is a sadly notorious fact that the conditions sought to be established are at the opposite pole from those actually prevailing, and the present agitation is due to the fact that, when our sudden expansion of foreign trade began a few years ago, the machinery maintained by the government hypothetically for its aid and assistance, broke down hopelessly under the strain, and the costly folly of having so long maintained a supposedly business organization on a partisan patronage basis is being emphasized every day. Obviously, the League's activities in this direction should have the hearty indorsement of every citizen who is not an actual or prospective beneficiary of the present absurd and indefensible system.

GEO. F. SINCLAIR, Secretary Grand Rapids Brass Company, Grand Rapids:

Personally representing our company, I will say that we are decidedly in favor of the Lodge Bill, believing as we do, that the time is opportune, owing to the creation of the new Department of Commerce and Labor, and the growing interest of our manufacturing industries in the export trade, also, from what little personal observation that we have had, and a great deal of information coming to us directly and indirectly, in the way of criticism of the present consular service. As a whole, we believe that the Lodge Bill will do very much to improve, if not entirely correct, the very poor service rendered by the present system.

MICHIGAN—CONTINUED.

GEO. H. BARBOUR, Vice President The Michigan Stove Company, Detroit:

In reference to the Lodge Bill, I know of nothing more important or to the credit of the United States government than to change our consular service. It is a common expression all over this country that our consular representation is anything but what it should be. It may be as good as can be provided under the ruling conditions, but we are becoming more important in foreign countries, our export business is growing, and we ought to have consuls of a high standard; men who would represent the government in a satisfactory and creditable manner.

I am very glad that at last a bill has been prepared having for its object an improvement in this direction. The words of Grover Cleveland cover this matter very thoroughly.

MINNESOTA.

S. A. HARRIS, President The National Bank of Commerce, Minneapolis:

For some years I have been much interested in the subject of consular reform. The business men of our country will not be satisfied until they are put on an equality with their competitors in the present strife for foreign trade, and they realize that this equality cannot exist until our consular service is reorganized on the basis of merit and permanency.

I have looked over the copy of the Lodge Bill which you sent me with much interest. Section 7 provides that the present incumbents shall be recalled for examination within two years. Section 11 provides that applicants for admission to the consular service shall pass an examination in either French, German or Spanish. While it is not quite clear to me whether the present incumbents will be required to have a knowledge of one of these languages, yet I infer that such is the case. I cannot believe that it is a wise provision, especially as it relates to present incumbents. Many of our most valuable consuls could not pass such an examination, and in the cases of many present incumbents who are located in China, Japan and other parts of Asia, these languages are not required or used.

I also note that no one will be permitted to pass the examination over 55 years of age. I also think this is unwise, if it applies to present incumbents. If our present consuls in Asia are dropped from the service because of their inability to speak French, German or Spanish, or because of having passed the age

MINNESOTA—CONTINUED.

limit, I believe the efficiency of the service would greatly suffer, and that it would take years to repair the injury done. It seems to me therefore that the Lodge Bill ought to exempt present incumbents, at least those located in Asia, from the examination, and I believe that the age for retirement from the service ought to be fixed at about 68 years.

I have no doubt that if these suggestions are incorporated in the bill the continuous efficiency of the service will be better provided for, justice will be done to present incumbents who have shown marked ability in the service, and the bill itself will stand a better chance of enactment into law.

SHEVLIN-CARPENTER CO., Minneapolis:

We wish to express our appreciation of the work you are doing, looking to the reorganization of the consular service by the passage of the Lodge Bill, and can appreciate the great help that a consular service organized along the lines provided in this bill would be for those interests which are, to a greater or less extent, dependent upon it.

THE JOURNAL, Minneapolis, September 17, 1903:

From the Journal Bureau, Washington: The great struggle between the nations of the world to-day is for commercial supremacy, for the enlargement of markets. Consular officers, wherever located, are the direct representatives of their governments in all business transactions. Their reports are eagerly read by merchants and exporters generally, who depend upon them for guidance and suggestion. The argument is unanswerable that these officers should be men of mature judgment, ripe experience and special training. Under the American system of appointment they are only politicians. Most of them have had little or no business training, and were not men of affairs in the local communities.

Germany has perhaps the finest consular service in the world to-day; the United States has perhaps the worst. It is almost a wonder that our export trade continues to increase year after year. Perhaps it would not if our exporting merchants depended on the consuls as the exporters of Germany depend on theirs.

The consular service of Great Britain is almost as bad as our own, owing to the "pull" exercised by prominent men to secure appointments for the younger sons of aristocratic families. But while this is true, Great Britain has schools in which her

MINNESOTA—CONTINUED.

consuls receive instruction, and from which they are graduated with certificates which entitle them to appointment without examination. These schools are of a high type, and if all appointments were made from their lists of graduates, there would be no complaint. In Germany there are schools of a similar character, and the German Emperor for years has insisted that all consular appointments should be made with reference to them. The effect of this system has been wonderful in the enlargement of German trade.

WASHBURN-CROSBY COMPANY, Flour Manufacturers, Minneapolis.

We heartily approve of the Lodge Bill. The aim of the United States is to develop its foreign trade in the face of severe competition. We look upon the United States consuls abroad just as a business firm looks upon its representatives in foreign cities. The firm that has the best representatives there, all things being equal, will develop the best trade. It is therefore most important to the development of the trade of the United States in foreign countries that its consuls should be well trained, should be men of the highest integrity and business instincts. Any bill or plan which will put in these important positions men of ability will surely be beneficial to the country.

We believe that the present system of consular reports is excellent. At the same time, these reports could be made of greater value if the consuls making these reports had good business ability.

H. M. KINNEY, General Manager Winona Wagon Company, Winona:

Replying to your favor of recent date regarding the Lodge Bill, I am glad to say that it is most emphatically a movement in the right direction.

While this government now has many efficient men in its consular service, there is a growing demand for the use of better methods in their selection.

No first-class, reputable manufacturer or merchant would think for a moment of sending a second or third rate man to represent him in a foreign market; neither would he entrust his business interests to a poetical genius or a politician, even though they might be good fellows and, possibly, admirably adapted to some other sphere of usefulness.

The character of the commercial house is very largely known by its representatives, and the same is true, to a great ex-

MINNESOTA—CONTINUED.

tent, of any government. Therefore, the United States should use the utmost care and wisdom in its choice of men for its consular service.

The merit system, it seems to me, is the only one that will insure the appointment of men of character and ability. Further than this, when consuls have received their appointments, having proved themselves worthy of the trust, they should then be paid a sufficient salary to enable them to maintain such a position in their respective districts as will command the respect and secure the confidence of the people therein.

You cannot expect a ten thousand dollar man to remain long at a three thousand dollar post, especially if he finds that much less important governments pay their consuls more money, and frequently furnish them residences and other means of keeping in the social and business swim.

It has been said to me frequently, in foreign countries, "The United States cannot keep good men as consuls, as they do not pay them enough," and the foreigner wondered why. They also say that we make frequent changes, and that if we do send out a good man, he leaves about the time he is prepared to do his country the best service.

We want the best men to represent us that are to be found in America, that the markets of the world may be ours, and every nation respect and admire us because of these men.

Should we not increase our educational facilities along these lines, that young men may be coming on, who are especially trained for this work?

We must have men who possess not only natural ability, but are taught diplomacy and business and other international affairs. The supply needs increasing.

The Lodge Bill certainly ought to meet with hearty endorsement and prompt action by Congress at its next session.

ST. PAUL DISPATCH, May 28, 1903:

When the merit system made headway and cut off the patronage supply of Congressmen in the home departments there remained to them the consular service of the United States. In the days when the question: What do we care for abroad? was asked in Congress, and got no answer, the character, ability or fitness of men for that service was a matter of entire indifference, and it was used to place the importunate and needy. That one knew nothing of trade or commerce, knew nothing of the language of the nation to which he was accredited,

MINNESOTA—CONTINUED.

knew nothing of the office duties, and cared less, except for its fee bill, was no hindrance to eligibility. Mr. Cleveland made the first innovation with his order requiring exhibition of some qualifications, but like all pass examinations, it failed to cure the evil.

The period of exclusiveness having passed, and the nation having come to realize that it has something important to do with "abroad," the need of reform in the consular service became a pressing one. President Roosevelt called attention to it in his message, and Congress responded with the Lodge Bill, which, however, in the press of business deemed more important, fell by the wayside. The National Business League has taken the matter up as one of the national matters in which it is concerned, and has begun "a campaign of education" in its aid. Congressmen still hankering after the fleshpots of patronage, so sadly reduced in number, will need to be prodded by public opinion before they will make the complete surrender of this remnant of the spoils to the merit system, which the bill rigorously applies to this service.

Should it pass, applicants for first appointment will have to undergo an examination that will develop the qualifications demanded by the business of their posts. They must know what the routine duties are. They must be able to speak either French, German or Spanish, as well as speak and write good English. They must know what this country produces for export, as well as what this country needs that other countries produce. It cuts out the fee system of compensation, so frequently abused, and puts all consuls on a salary, graded according to the importance of the post. It provides for promotions on merit, as shown by records made. To weed out the incompetents it requires their gradual recall for examination within two years and their re-admission if qualified. The cure will be radical, if applied.

And, though this is one of those matters that is far off from us and gets scant attention from the general public, it is one that affects nearly or remotely every one, and will affect us more as the years go on. For prosperity at home now depends more and more upon that once despised "abroad." Our excessive productive capacity must either have other markets or smother home prosperity in its surplus. To get markets in other lands resident consuls, alert, active business men, must be the advance agents of the representatives of our producers. England's supremacy and, later, Germany's sharp contest of it, is due to the assistance given trade by their consuls.

MINNESOTA—CONTINUED.

C. D. VELIE, Vice-President Deere & Webber Co., Minneapolis:

The Lodge Bill, which I note will be re-introduced in the Senate and House in the first session of the Fifty-eighth Congress, is a matter I have always taken a great interest in. After having visited China, Japan, Siam, Ceylon, India, Egypt, Constantinople and most of the foreign cities in Europe, I venture to say that any business man would realize that our consular service is not what it should be by any means. Our foreign consuls bear the same relations to the United States as our traveling men do to our business, and I am most decidedly of the opinion that the best material we can get is none too good for our traveling force.

In a great many cases our foreign consuls, according to my experience, have been men of very ordinary ability, and in many cases rather indifferent and uninterested in their work. I am of the opinion that the United States should pay high, fixed salaries to this department, and select men suitable for the positions through the merit system only. While it is important, perhaps, that they should be able to speak one of the foreign languages, I would prefer to select a man best suited for the position, regardless of whether he spoke a foreign language or not, trusting to him to pick up the language in a short time.

The first and most important requisite is the man with a knowledge of American methods, a good live hustler with ability. Good crops and good foreign representatives are the foundations for good times.

I am decidedly in favor of the Lodge Bill and cannot believe that it will meet with any intelligent, unfavorable criticism. It is a bill the National Business League can well afford to endorse.

THE COMMERCIAL CLUB, Duluth, June 15, 1903:

WHEREAS, The bill designated as the Lodge Bill, to provide for the reorganization of the consular service of the United States, and reported favorably to the Senate by the Committee on Foreign Relations at the last Congress, and will again be introduced at the first session of the Fifty-eighth Congress; now, therefore, be it

Resolved, That the Commercial Club of Duluth does hereby approve and heartily endorse the above described bill, and that we will urge our representatives in Congress to do all in their power to secure its passage.

HUBERT V. EVA, Secretary.

MISSISSIPPI.

A. G. CAMPBELL, President The First Natchez Bank, Natchez:

I heartily approve of the Lodge Bill, and believe an adoption of the merit system in selecting consuls for foreign countries, thus removing the consular bureau entirely from political influence, and appointment of competent commercial representatives to extend our markets abroad, will add very much to the efficiency of that service.

MISSOURI.

L. M. MILLER, President Zenith Milling Company, Kansas City:

I am heartily in favor of the Lodge Bill, providing for the reorganization of the consular service of the United States, because it is based on sound principles, requiring fitness as the main feature of eligibility for appointment.

It will do away, to a certain extent, with the congressional patronage system, and as soon as this is entirely abolished our representation in Congress will attain a higher standard, which will finally result in placing all applicants for appointment on the merit system.

Our foreign trade needs intelligent attention now more than ever before.

A. D. BROWN, President Hamilton-Brown Shoe Company, St. Louis:

We wish to express our approval of the Lodge Bill for the reorganization of the consular service of the United States.

We think the foreign representatives of the commercial interests of the United States should not be under political control, but that they should hold their offices by virtue of efficient service and ability. We hope you will bring all the influence you can to support this measure, as it is one of vital importance to the business interests of the country.

PREAMBLE AND RESOLUTIONS, advocating and urging the enactment of the Lodge Bill, unanimously adopted by the St. Louis Manufacturers' Association, June, 1903:

WHEREAS, The United States has advanced to the position of an acknowledged world power, foreign markets for her manufactures and products are a necessity to her future growth and prosperity; and

WHEREAS, To secure such foreign markets it is important at all times to be thoroughly posted regarding the trade conditions of other countries, the class of products and manufactured articles most needed there, and the best methods of introducing such manufactures and products; and

MISSOURI—CONTINUED.

WHEREAS, The system of consular service of the United States has not proved adequate, in the past, to secure such correct information as would enable the manufacturers and producers of this country to successfully compete for trade in foreign countries; and

WHEREAS, Appointment to the consular service of the United States has been largely in consideration of political services, and foreign consuls could only expect to hold their positions for four years, or during the term of the President from whom they received their appointment; and

WHEREAS, This did not give sufficient time for them to become acquainted with the country to which they were accredited, or to learn the habits and wants of the people of said country, their methods of manufacture and commerce, and consequently rendering them unable to furnish correct and necessary reports to the United States regarding the character of trade and the lines of manufactures or products which could most successfully be introduced into said countries; and

WHEREAS, The consuls appointed from the United States, as a rule, have been unable to speak the language of the country to which they were sent, and in many cases unable to speak either of the accepted languages of the world, excepting English, and consequently unfitted to secure the necessary information to enable them to furnish the reports required by the industrial interests of the United States; therefore be it

Resolved, That the St. Louis Manufacturers' Association desires and urges the appointment of permanent consuls in each country to which the United States sends consuls, subject to removal for cause only; and be it further

Resolved, That these consuls shall be selected on account of their fitness for the particular duties of the office to which they are appointed, and their knowledge of the manufacturing, commercial and industrial advantages and resources of the United States, and their ability to speak the language of the country to which they are accredited, or at least the accepted languages of the world—English, French and German; and be it further

Resolved, That it is the sense of the St. Louis Manufacturers' Association that the consular service would be greatly improved if representatives were paid a fixed salary, commensurate with the work expected of them, and with the dignity of the United States, and that all fees collected by them for services be accounted for to the United States Treasurer; and be it further

MISSOURI—CONTINUED.

Resolved, That the Lodge Bill now before the Senate of the United States, providing for the reorganization of the consular service, is best calculated to bring about the reforms and improvements in said service, as desired by the members of this association, and will remedy the present unsatisfactory condition of the foreign consular representation of the United States. They therefore respectfully urge on the Senate of the United States the immediate passage of said Lodge Bill.

Attest: L. D. KINGSLAND, President.

CHARLES E. WARE, Secretary.

THE MIRROR, St. Louis, June 4, 1903:

As soon as the Fifty-eighth Congress has buckled down to business, Senator Lodge's bill, providing for sweeping reform in our consular service, will be resubmitted for consideration. It failed of passage in the last session of the Fifty-seventh Congress, but has since been so strongly indorsed by the National Business League, an organization comprising hundreds of prominent manufacturers, exporters, importers and merchants in general, that its chances for passage in the new Congress are considered decidedly promising. There is every reason why it should become a law. The bill is well drawn; it is in consonance with the requirements of the times, and should, if passed, prove an efficient factor in promoting the growth of our foreign trade. Our present consular system is absurdly and glaringly deficient. It is obsolete and unbusinesslike. It is not representative of the energy and intelligence of the American business community. What we need is a trained corps of well qualified consular officials. Applicants for this important foreign service should have preliminary training and knowledge. They should be conversant with at least one foreign language—the French, Russian, German, Italian or Spanish. They should be adaptable, and willing patiently to study the habits, customs and political and economic institutions of the country where they are sent. Most of our consular officials of the present day are inexperienced and, therefore, inefficient. They regard their posts as merely political jobs. They refuse to make special efforts to ascertain and meet the particular wants of merchants abroad. They look at foreign conditions and requirements from an American standpoint exclusively. Unlike the consular representatives of leading European nations, they act on the singular theory that foreign buyers should accommodate themselves to American, rather than home views in purchases of American goods. If we had a more

MISSOURI—CONTINUED.

capable class of consuls, our trade with South American countries (to cite only one instance) would be a great deal larger than it is. The British, German and French consuls in the Latin republics are men appointed on personal merit alone. They speak the language of the country. They are good "mixers." They are anxious to please merchants. They gratify whims. They explain and point out special advantages. In fine, they act more like commercial drummers of proved ability, tact and courtesy. At the same time, they are highly educated and qualified to enter the best circles of society. It is by appointing men of this kind, and of this kind only, that the United States can hope to promote its commercial interests abroad to the extent that it desires. American consuls should be well educated business men, with a comprehensive grasp of broad political, economic and legal principles, rather than untutored and bumptious politicians.

THE IMPLEMENT TRADE JOURNAL, Kansas City, July 11, 1903:

A consul in a foreign country is supposed to have been placed there to promote the business interests of our country, but it is a lamentable fact that in too many instances consuls have been appointed without reference to their business ability, but to pay the political debts of representatives in Congress. The National Business League seeks to correct this evil, and it should have the support of business men and the press generally. The creation of the Department of Commerce and Labor was a step in the right direction, and if the consular service is placed upon a right basis, as provided for in the Lodge Bill, the business interests of the country will be greatly benefited and the United States may have representatives in foreign lands for whom we need not blush. There have been, of course, some good men appointed to consulships under the present system, but it was not the fault of the system.

H. W. PETERS, President Peters Shoe Company, St. Louis:

It seems to me that no one can find ground for opposing the reorganization of the consular service as provided for in the Lodge Bill for it is certainly time that the reform be consummated.

I have never known a business house whose employes were selected for their political views; a school whose faculty was chosen according to Republican or Democratic doctrine, or a church whose pastor was "called" on account of his influence on the vote of his district. In our business, religious and educa-

MISSOURI—CONTINUED.

tional life the law of merit prevails. It is only in politics that the ability to control votes often becomes the *sine qua non* of preferment—and special fitness for the position a secondary consideration.

I heartily endorse your movement toward a reform that will give us an improved representation abroad, and inject into our national affairs more of the business enterprise and wisdom that has brought the success for which American merchants are world-famous.

THE BUSINESS MEN'S LEAGUE of St. Louis, August, 1903:

WHEREAS, The Business Men's League of St. Louis believes that in the selection of consuls to represent the United States in foreign countries there should be a test of fitness such as would be applied by modern business methods.

Resolved, That the Business Men's League of St. Louis indorses the Lodge Bill, which provides for the reorganization of the consular service on a business basis.

THE NATIONAL ASSOCIATION OF CREDIT MEN, in Convention at St. Louis, January 10, 1903:

Resolved, That the National Association of Credit Men in convention assembled expresses its cordial approval of the efforts made in the last Congress providing for the reorganization of the consular service as defined in the "Lodge Bill," and its regret at the failure of Congress to take favorable action upon that measure; and be it further

Resolved, That we heartily approve the reintroduction of the "Lodge Bill" in the Fifty-eighth Congress, and that the officers of this association be requested to memorialize the Senate and the House of Representatives in behalf of this legislation.

R. H. JESSE, President University of Missouri, Columbia:

I see no defects in the Lodge Bill for the reorganization of the consular service, and I shall be glad to do what I can to aid in its passage.

THE KANSAS CITY STAR AND TIMES, May 28, 1903:

The Lodge Bill, providing for the reorganization of the consular service on a broader and more intelligent basis, which was so emphatically voted down by Congress at the last session, will be reintroduced early in the first session of the Fifty-eighth Congress. At least the National Business League, a powerful or-

MISSOURI—CONTINUED.

ganization of manufacturers, exporters, importers and merchants, has begun a systematic campaign for the bill, and promises that it will be placed once more before both the Senate and the House. Copies of the measure are being widely distributed, and are accompanied with various good and sufficient arguments why this bill, or its substantial equivalent, should be enacted into a law. It is believed that the provisions of this bill would directly improve the foreign representation of the United States, both by the elimination of unfitness and by making the consular service attractive to a higher grade of talent than the average consul of the present day represents.

It is eminently fit that the National Business League should take an active part in this movement. The needs of the consular service are obvious to the general public, but they are most keenly felt by those who must transact business with foreigners, and are obliged to call on the United States representatives for assistance—the assistance they are appointed to give, but for which they are often wholly unsuited. It is of vital importance to the extension of American trade that the business agents of this country in foreign lands should be men of capacity, intelligence and particular suitability, and that they should not be mere political time-servers, collecting fees for services rendered at home. For these reasons the Lodge Bill should be passed.

O. V. DODGE, Vice-President Kansas City Hay Press Company, Kansas City:

For our company, I take pleasure in recommending and endorsing the Lodge Bill, for the reorganization of the consular service.

It seems to us, if there is any one place where our government is weak in its commercial interests, it is in the consular service.

NEBRASKA.

E. BENJAMIN ANDREWS, Chancellor The University of Nebraska, Lincoln:

The Lodge Bill, if passed, will be a long step in the right direction; initiating a system vastly superior to the present and rendering our consular service the best in the world, as it ought to be.

There is but one point in it, the propriety of which I doubt, This is the requirement of fluency in a foreign tongue on the part of every consular agent. I fear this, if adhered to, would

NEBRASKA—CONTINUED.

cut off many men of exactly the type we want, who would, if appointed, speedily acquire all the language power needed.

NEW JERSEY.

EX-PRESIDENT CLEVELAND, to the National Business League:

I am decidedly in favor of the principle of House Bill 7097 and Senate Bill 2661 (the Lodge Bill) as you explain them; and I have demonstrated by acts my belief that in the selection of consuls there should be a test of fitness more in accordance with business methods and the public interests than party affiliation on the part of the applicant.

DR. WOODROW WILSON, President Princeton University, Princeton:

Regarding the effort which the National Business League is making to secure the passage of the Lodge Bill, I beg to say that the provisions of that bill have my hearty approval, and that I hope very much indeed that it will be passed by the next Congress.

THE JOURNAL, Jersey City, June 27, 1903:

The great majority of the consulates to-day are underpaid, and consuls must do business of some kind in order to make expenses. The salaries, where these are allowed, and the fees in the unimportant posts are too small to tempt competent men, especially when there is always a chance of being superseded on account of a change of administration at home.

The Lodge Bill provides for competitive examination and tenure of office. It also provides for fixed salaries and promotion from the lower grades. These are valuable changes and they will improve the service. The bill should become a law because it requires a higher or special kind of education, thus raising the standard of the service, and offers possibilities after appointment that will make a better class seek the positions. It will eliminate the ignorant office hunter, and the candidates for health resorts. It will not bring any more money to the treasury. The rule now is to allow a man to collect the fees until his report shows that he has collected over five hundred, then he is allowed a salary of five hundred and the privilege of turning the surplus into the treasury.

The consular service can be of great use to the manufacturers of the United States, and in many instances the consuls are doing good service, and the more they know about the pos-

NEW JERSEY—CONTINUED.

sibilities of American production the more serviceable they will be. They can be trade missionaries, and the service they render should be paid for.

NEW YORK.

THE MANUFACTURERS' CLUB OF BUFFALO:

WHEREAS, It is of vital import to our industries and commerce that our consuls abroad should be governed by the "merit system," as set forth in the Lodge Bill, which was reported favorably to the Senate by the Committee on Foreign Relations of the last Congress;

Be it Resolved, That we, the Manufacturers' Club of Buffalo, urge upon Congress the early passage of said Lodge Bill, and that our diplomatic representatives throughout the world be, first of all, statesmen; then good representatives of the manufacturing and commercial interests of the United States.

THE EVENING POST, New York, May 18, 1903:

The National Business League, whose headquarters are at Chicago, have reopened their campaign for the reform of the consular service, and have begun to distribute copies of the Lodge Bill, together with arguments for its passage. The bill contemplates a complete change in the system of selecting and promoting foreign consuls and their assistants. It abolishes congressional patronage completely and puts this branch of the public service under the merit system. It requires as conditions of appointment a general knowledge of the trade conditions, resources and requirements of this country, as well as of the country to which the appointee is accredited, and ability to speak either French, German or Spanish, as well as good English. The aim of the measure is to make fitness for the particular duties of the office—that is, ability to promote the manufacturing and commercial interests of the United States—the sole test and standard of qualifications for appointment and promotion. The bill has a much stronger supporting force than the civil service law had twenty years ago. It consists not only of "theorists," but of business men of both political parties, whose trade with foreign countries depends largely and increasingly on the intelligence and efficiency of the men holding positions in consular service. It is most gratifying to perceive that these men are not in the least daunted by their defeat in their earliest battles with the spoils politicians.

NEW YORK—CONTINUED.

When this reform is once established, everybody will look back with amazement on the previous condition of servitude to which American merchants and manufacturers were bound. A generation hence it will be hard to believe that it was possible for a Congressman to use the office of consul as a mere living for any party henchman out of a job, regardless of his qualifications for the duties of the office. Business considerations of overpowering weight have forced the government to pay some attention to the qualifications at the large trading centers abroad, but even here they are often secondary to politics, so that when a change of administration takes place, the new President and Congressmen feel at liberty to make changes in such places as Liverpool, London and Paris, provided they put in "good men." The controlling idea still is the one which received its first complete exploitation in Andrew Jackson's time—the idea that consulships and all other places under the government are the proper rewards of individuals, not services to be rendered to the nation.

A. G. SHERRY, Wholesale Grocer, Troy:

I am strongly in favor of the Lodge Bill to reorganize the United States consular service. It has always seemed to me the height of folly for this country, which more than any other needs strong, capable men to represent us in other countries, to have most of our consular offices filled with politicians. Of course, even in such a way of getting consuls, some good men would be found, but on the whole they are worthless as promoters of business for the United States, and do not command the respect of the places to which they are sent. A merchant or manufacturer who selected his employees—good, bad and indifferent—because they had done good service in his party politics, would be held to be a subject for a lunatic asylum. Would any employer discharge a valuable man to make room for a politician? Yet this is what our country has always done. We now are where we need outside markets for our products, and the better men we can get for consuls, the better for the business interests of the whole country. No competent man will take a consulship, as he well knows that no matter how valuable his services may become, in a few years at most his place will be wanted for some inexperienced man.

EDWIN D. METCALF, Treasurer and General Manager D. M. Osborne & Co., Auburn.

I am most heartily in favor of the Lodge Bill for the reorganization of the United States consular service.

NEW YORK—CONTINUED.

The time has arrived when this country must raise the standard of consul service, and to do so the appointees must be more carefully selected, and pass a rigid examination as to their ability to promote the best interests of this country in the position to which they are appointed. We, with other manufacturers that do a large foreign business, are particularly interested in the character of the representatives of this government abroad, and nothing will improve the possibilities for foreign trade more than the raising of the standard of our foreign representatives.

THE ANSONIA CLOCK COMPANY, New York:

In reference to the Lodge Bill, we wish to state that in instances where we have had to apply for the services of United States consuls abroad we found that they were poorly informed in regard to the custom house regulations of the countries to which they were accredited.

They furthermore, in very few instances, could give exact information in reference to trade conditions, and in many instances we have found them so much engaged with their own private affairs and pursuits, that their advice, which was required in the interest of export and import, could not be obtained at all.

THE MANUFACTURERS' ASSOCIATION of New York:

At a meeting of the Manufacturers' Association of New York, held at its rooms, 198 Montague street, Brooklyn, N. Y., on Monday evening, March 19, 1900, the following preamble and resolutions were unanimously adopted:

WHEREAS, There is now pending in Congress a bill entitled "An act to remodel the consular service of the United States," the same being House Bill No. 7097 and Senate Bill No. 2661, which takes the consular service of the United States out of politics and puts it on a practical, civil service basis, assuring representation by men competent to extend the trade and commerce of this country, as well as to represent the nation suitably in other respects; therefore, be it

Resolved, That the Manufacturers' Association of New York approves the said bill, known as "An act to remodel the consular service of the United States," and urges the representatives of New York in Congress to support the same; and be it further

Resolved, That the secretary of the association communicate these resolutions to the representatives of this state in Congress, and also to the members of the congressional committees

NEW YORK—CONTINUED.

having the same in charge, and that a copy of the same be sent to the National Business League of Chicago.

Attest: JAS. T. HOILE, Secretary.

CLUETT, PEABODY & COMPANY, Troy.

We desire to express our approval of the Lodge Bill, which contemplates applying civil service principles to the consular service of the United States. We believe the enactment of such a measure would be of great advantage to the business interests of the country.

HARD & RAND, Importers, New York:

We have read the Lodge Bill and your remarks thereon with deep interest and feelings of the heartiest approval, and it gives us pleasure to recommend its early passage.

We think the faults of the present system are too well known to require a relation of individual instances.

THE POST-STANDARD, Syracuse, September 1, 1903:

The whole purpose of the Lodge Bill and the object of the National Business League in urging its adoption is to secure the most efficient consular service possible for this country, which in turn would mean a great increase in the sale of American products and wares in foreign markets. The criticism lodged against the existing system of appointing consular representatives and agents is that too often the appointments are made as rewards for political service, with the result that men are sometimes sent abroad to look after our commercial interests who are in no way fitted for the task.

By bringing the consular service under the civil service rule and making appointments permanent during good behavior and competency, it would almost surely happen that the commercial representatives of the United States in foreign lands would be adequate to the duties devolving upon them.

ACKER, MERRALL & CONDIT COMPANY, New York:

We most unequivocally favor the passage of the Lodge Bill for the reorganization of the consular service.

It is undoubtedly a fact that political control and the dispensation of these positions among adherents of the party in power, without regard to their especial fitness, is a serious hindrance to an efficient foreign representation.

NEW YORK—CONTINUED.

THE OUTLOOK, New York, September 19, 1903:

We need legislation, most of all, to give permanence to the consular service. Unless intending candidates can be assured of tenure of office abroad, uninfluenced by party changes at home, there will be little inducement to the best men to undertake a career which, properly conducted, should appeal to every young man of education and spirit. The occasionally good consuls who have graced the service seem to be those who have had influence with both parties, and thus have been able long to maintain their positions. Their reports, as published by the Department of Commerce and Labor, always meet with attention, because their experience fits them to be acute judges of commercial conditions. Under a proper law, all our consuls would be such judges as these, nor would any consul expect to retain office by fostering political influence at home rather than by developing commercial efficiency abroad.

WM. F. WENDT, President Buffalo Forge Company, Buffalo:

We certainly are most heartily in favor of the Lodge Bill. Our experience with foreign consul service has not been very satisfactory, and as we are at present enlarging our foreign trade, we are certainly very much interested in the bill.

DR. J. G. SCHURMAN, President Cornell University, Ithaca:

I have carefully examined the Lodge Bill, to provide for the reorganization of the consular service of the United States, and most earnestly hope it may be enacted into law. It would put our consular service on a sound business basis, and would lead to the appointment of American consuls who would rank in education and training with those of European countries. Under the present system it is a notorious fact that the appointments are too often mere rewards for party service, and the candidates appointed are sometimes conspicuously lacking in the qualifications required for the successful discharge of the duties properly belonging to the office.

GRANGE SARD, President Rathbone, Sard & Co., Albany:

We know by experience that the consular service of the United States is inefficient, and must continue to be until appointments to this service are made purely because of special fitness for the discharge of its duties, and that promotions shall be made because of merit.

NEW YORK—CONTINUED.

We welcome, therefore, the Lodge Bill, and if it becomes a law the American manufacturer will find the foreign consul an aid in developing our commerce.

PASSAVANT & COMPANY, Importers, New York:

We quite agree with you that a change in the consular system abroad would be of great advantage to the business community, as well as to our standing. In some instances we have been fortunate; in others some of our consuls have been positively unfit for the position. We are quite in accord with the Lodge Bill, and should be most pleased to see it enacted at the next session of Congress.

C. P. MOSHER, Barker, Griswold & Company, Auburn:

Ever since March, 1900, when, with others of the League, I was at a hearing before the Senate committee on a consular bill, I have watched with interest this subject as it has been before the public. I am heartily in favor of the Lodge Bill, and hope it may be passed by the coming session of Congress, as I believe it would advance our country and add to the business prosperity.

JOHN DOHSE, President John W. Masury & Son, New York:

We believe that the Lodge Bill embodies all that is necessary for the betterment of our consular service. We are heartily in accord with the movement.

Our consuls ought to be business men, alive to the necessity of gathering whatever information is important to the commerce of the United States.

Moreover, they should be well paid, for no work of the character required, and which will be effective, can be secured from men who are paid salaries insufficient for their wants and station.

LESHER, WHITMAN & CO., Importers, New York:

We have carefully read the copy of the Lodge Bill, to provide for the reorganization of the consular service of the United States, and are heartily in favor of the object of the bill and approve of its general provisions. We consider that the consular service is one of the most important in our political system, and think that much better results would be secured if the element of politics was removed as far as possible. We

NEW YORK—CONTINUED.

think that men should be appointed because of their special qualifications rather than as a reward for political services rendered, and when once a capable and efficient man has been selected, that he should be continued in office regardless of the change of administration.

There is one provision of the bill, however, which we think might result in keeping the best men from being appointed, and that is the requirement that they should be able to speak either the French, German or Spanish language. While of course this would be of assistance in some cases, we do not consider it absolutely necessary, as the English language is rapidly being recognized as the predominant one in the world of commerce and finance. With this qualification we are heartily in favor of the Lodge Bill.

G. W. WHITE, President Mechanics Bank, Brooklyn.

It is most remarkable that the present reckless and careless mode of appointing consuls has been so long tolerated, and I trust the efforts of the League for remedy may speedily be accomplished.

NEW YORK PRESS, September 7, 1903:

President Roosevelt's determination to fill important vacancies in the consular service by promotion of capable and deserving men is independent of his plan to have Congress enact legislation for general consular reform, of course; for while his program will accomplish in the main what is proposed to gain by legislation—a service of competence and experience in the important posts—there will be no guarantee, until we have laws compelling such a practice, that his successor will not upset his admirable scheme. Indeed, without action by Congress making permanent the methods which President Roosevelt will pursue, we might in the end come to a worse estate, by contrast, than we were in before. Imagine, for example, the reproach to this Government and the discredit to our consular service if, after five years of the Roosevelt method, another President should go back to the old way—the way of professional politics. We should then have a situation where the consular officials, carefully trained and wisely selected for their abilities, would have elevated the service to a high degree of efficiency, establishing such confidence in it that our merchants and other citizens would rely on it with the utmost trust to perform work which is now done independently

NEW YORK—CONTINUED.

of the consuls, owing to their incapacity or general unfitness. But if the men of experience and worth were all swept out, as they could be, in a grab for public patronage, not only should we have the absurdity of dispensing with the services of all our best and most competent consuls, replaced with new material selected for its political value—for they would be in the best posts, which would be most eagerly sought in the spoils hunt—but we should have the direct and positive damage done to those of our citizens engaged in foreign trade, both of having their interests muddled after a long respite from such misfortune, and of being unable for a long time to get their old lines (whereby they did their own work, so far as the consular service is concerned) re-established and in successful operation.

While it is welcome news, therefore, that the President will practice the system of civil service promotion in administering his consular service, it is news no less good and no less important to those trading with foreign countries and to all the business world, that his immediate temporary reform will be followed up vigorously with a campaign for the achievement of legislation by Congress to put the consular service permanently on the basis which President Roosevelt will establish for it, by his manner of promotions of old members and appointment of new ones during his administration. For with the announcement of the President's change there comes also notice that the Lodge Bill, reported favorably to the Senate by its Committee on Foreign Relations in the last Congress, will be reintroduced in both houses at the forthcoming session of Congress.

The Lodge Bill, which is heartily supported by the National Business League (non-partisan), contemplates a complete re-organization of the consular service, abolishing fees and substituting fixed salaries, and provides for improved classification and the adoption of the merit system in selecting men for the service, thus taking it entirely out of the patronage market and removing the consular bureau entirely beyond political influences and misuse. It is furthermore provided that consuls shall remain in the service only so long as their conduct and efficiency are of the highest grade.

No doubt the politicians of the baser metals will feel their old-time reluctance to closing up their political poorhouse—the consular service—in which they have taken care of so many of their broken-down followers, but with the National Business League making an active fight for it, and President Roosevelt

NEW YORK—CONTINUED.

actually practicing it, we are more likely to come to consular reform as an enacted fact than the professional politicians are to be able to oppose it, as they have done so long, with success.

LUCIUS G. FISHER, President The Union Bag & Paper Company, New York:

We are thoroughly in favor of the Lodge Bill, believing that almost any change in the present conditions of the consular service must be for the better.

We favor abolishing fees and substituting fixed salaries, and, above everything, the merit system and the retaining of good men in the service by reasonable assurances of promotion.

The consul should never be selected on account of political service, but should be drawn from the commercial branches and have some general experience of the conditions of business in this country.

We trust that this bill may be quickly passed when brought before the Senate.

STUYVESANT FISH, President Illinois Central Railroad Co., New York:

While I would not, without giving the matter more study than my other engagements will admit of, care to commit myself definitely as to this or that particular bill for classifying and properly regulating our consular service, I have no hesitancy in saying that the matter should be taken up at once and put in the best possible shape, modeling our course somewhat on the line of that which has been pursued by Great Britain, Germany and the other great commercial nations of Europe. The men in the service should be expert therein, and they should be given the assurance of continuous employment and, as far as possible, rapid promotion. The main object to be attained is to open a career which should prove reasonably lucrative and, above all, permanent and continuous, so as to attract to the service, by the same means as we do in the railroad service, young men of intelligence, education and character. The consular service has no relation whatever to politics, but is intimately associated with commercial affairs, and should be managed, as other business matters are, on sound commercial principles.

R. L. DAY & COMPANY, Bankers & Brokers, New York:

We heartily favor the Lodge Bill and recommend its early passage, believing that it is decidedly a move in the right direction.

NEW YORK—CONTINUED.

DUN'S REVIEW, New York, Oct. 10, 1903:

A short time ago a semi-official announcement was made regarding the policy to be pursued by the administration hereafter in making consular appointments and promotions. It was stated the President proposed to appoint to important posts "only men who are already in the service, and who have had such experience and training in minor positions as to render them more capable of filling places of higher grade and greater importance." It was pointed out, also semi-officially, that "while this change in policy did not extend the civil service to consular offices, it did give reasonable assurance to manufacturing and commercial interests concerned in the extension of the country's foreign trade that in a comparatively brief time all important consular posts would be filled not only by men of character and ability, but by men qualified to advance the trade interests of the United States."

By many newspapers this announcement was welcomed not only as noteworthy change of policy on the part of the administration, but as a great step in the right direction. Ever since the present Secretary of State took his portfolio, under President McKinley, the policy above outlined of promoting men already experienced in consular work to the more important posts, rather than appointing political proteges of Congressmen or Senators, has been quietly in operation. As the grasp of the Secretary upon the details of his department became stronger, there was observable a stricter scrutiny of the antecedents of candidates for consular appointments. In consequence, in spite of the failure of Congress to pass any of the proposed measures for radical consular reform, the entire consular service of the United States has been gradually raised to the highest point of efficiency it has ever known. The reported decision of the President to confine his appointments in future to men who have demonstrated their capacity, while welcome intelligence, did not therefore portend any change in the policy of the administration, but was rather in the nature of a public endorsement of the policy already clearly laid down by the Secretary of State.

It would be equally misleading to regard the present attitude of the administration toward improvement of the consular service as a distinct step in the direction of that permanent reform of the consular service that is so ardently desired by the business interests of the country and by all who have had occasion to come in contact with our consular officials in any capacity. What is desired is not solely a change in the personnel of the service.

NEW YORK—CONTINUED.

The word "reform" in this connection is somewhat unfortunate in its suggestion of personal unfitness on the part of the present American consuls, or many of them. In point of fact, those most familiar with the service as it exists today would be the first to resent any such insinuation. As a whole, the consuls of the United States are a splendid body of men, able, intelligent, broad-minded, quick to respond to the thousands of calls made upon them by their fellow-citizens both at home and abroad. In scores of foreign cities it is not uncommon for travelers of all nationalities to be told to apply to the American consul for advice or assistance in preference to their own. This is because they are often the most approachable and the least disposed to plead red-tape excuses for inaction. While frequently men who, when appointed, had little commercial experience, many of them have by constant training and study come to be experts of world-wide reputation on subjects pertaining to international trade. In almost innumerable articles that have appeared in foreign newspapers have American consuls been praised, either individually or collectively, and very rarely have they been criticised, except occasionally for an excess of zeal in finding out all about local industries or processes. In all this there is no ground for "reform"—in personnel the service at present is creditable to the administration and to the country. It is not then in this sense that the word "reform" is used.

What is desired by the advocates of consular reform is that the progress thus far made should be guaranteed and secured for the future by being embodied in statute law, and also that the glaring anomalies that exist in the service—and having to do only indirectly with the character of its present personnel—should be abolished. It is for these reasons that the Lodge Bill, which is to be again introduced in the first session of the Fifty-eighth Congress, should receive the unanimous endorsement of chambers of commerce, boards of trade and business organizations throughout the country. The policy of the present administration relative to appointments, excellent though it is, has no guarantee as to its continuance further than the personal interest of the President and the Secretary of State. While it will very likely prove in the main consistent, it is highly probable that more than once the bars will be broken down by political "influence." What the policy of future administrations will be no one can foresee. A month of spoliation let loose would utterly ruin the splendid service that Secretary Hay has built up with such patience.

NEW YORK—CONTINUED.

The Lodge Bill will do more than prevent this. Besides reorganizing the entire service along lines that represent the result of much investigation by many of the ablest students of the subject in the country, the bill abolishes fees and substitutes fixed salaries, thus doing away with many anomalies in respect to compensation. Under the provisions of the bill all appointees must have a general knowledge of the trade conditions, resources and requirements of this country and of the countries to which they are accredited; must speak either French, German or Spanish as well as the English language fluently; and must in every other respect be qualified to serve and promote the commercial and manufacturing interests of the country. The bill creates an improved classification under which all consuls may be promoted from one grade to another, thus giving the highest incentives to the ambitious and making of the profession a career of real desirability to the ablest men in the country.

Since the creation of the new Department of Commerce and Labor the field of consular activity has been materially extended. Under Secretary Hay the Bureau of Foreign Commerce of the Department of State did most excellent work in publishing promptly and intelligently such portions of consular reports as were of general or commercial interest. Ever since the publication of Daily Advance Sheets of Consular Reports was begun they have met with increasing favor from the American public and have steadily improved in quality. Since the Bureau of Foreign Commerce has been transferred to the Department of Commerce and Labor, the form in which these reports are issued has been further improved and the value of many of them materially enhanced by the co-operation of the Bureau of Statistics, which was transferred to this department from the Treasury Department for the purpose of facilitating such co-operation. In all this there is an excellent opportunity for the enterprising consul to achieve a personal reputation for the value of his reports while the general public benefits by the prompt dissemination of useful information. At present an admirable series of special reports relating to the agricultural implement markets in foreign countries is being published at the instance of the National Association of Implement and Vehicle Manufacturers, while a request for similar information regarding foreign markets for American cotton goods was made by the New England Cotton Manufacturers at its convention at Lenox recently. Such reports are of the utmost practical value, and the fact that they are excellent under present conditions warrants the belief that under the

NEW YORK—CONTINUED.

improved conditions contemplated by the Lodge Bill, work of this kind could be brought to a still higher standard.

The commercial interests of the country owe much to the consular service in every branch of its activities. It is due to these faithful men that every incentive be afforded for the continuance of their excellent work, that they should no longer as a class be overworked and underpaid in comparison with officials of equal rank of other nationalities, and that they should be given ample guarantees that so long as they continue efficient their future is secure. Publicly the spoils system has few defenders, but year after year the measures introduced into Congress placing the consular service on a sound basis fail of passage through the quiet hostility of politicians more concerned about the loss of a portion of their patronage than about the promotion of the country's foreign trade. If every commercial organization in the country would take care to inform its local representatives that it expects their support to the Lodge Bill on grounds of the highest public policy its passage would be assured. In view of the intense importance of the foreign trade relations of the United States to its leading industries, every manufacturer and exporter should join in urging the immediate passage of this bill.

AITKEN, SON & CO., Importers, New York:

The Lodge Bill, for reorganization of the consular service, has our approval. We hope that the bill will be reintroduced in the next Congress and urged by the National Business League upon the members of the Senate and House. The importance of having a competent representation abroad in our consular offices cannot be overestimated. Our experience as merchants leads us to urge that well informed men, expert in trade conditions and commercial interests, should be appointed to the consular service. The provisions of the Lodge Bill aim to put the service upon the basis of the merit system and remove it beyond political change and influence. Such a change will attract better men to the service and hold them in it.

NORTH CAROLINA.**JOHN S. ARMSTRONG, President Atlantic National Bank, Wilmington:**

The Lodge Bill meets my hearty approval. It strikes me to be the only way to place our consular service on a par with that of Europe.

OHIO.

G. N. BIERCE, Secretary the Stilwell-Bierce and Smith-Vaille Company, Dayton, February 21, 1900:

Referring to House Bill 7097 and Senate Bill 2661, now pending in Congress, and which contemplates the complete reorganization of the consular service, we are most heartily in favor of these bills and the object which it is hoped to accomplish.

We have for a long time felt that our consular service was not up to date, not in keeping with the requirements of this great country, and, in short, not at all creditable to our government. If our consuls were selected with reference to their fitness for the place, and the entire service was remodeled as suggested in the bills above referred to, it would very greatly benefit our business interests.

In common with many other manufacturers, we have already established quite a promising foreign trade in all parts of the world, and we are trying hard to extend it, and a thoroughly well organized consular service could be of material assistance in that direction.

RESOLUTIONS adopted by the National Association of Agricultural Implement and Vehicle Manufacturers, in Convention at Cleveland, Ohio, October 22, 1903:

WHEREAS, The manufacturing and commercial organizations throughout the country, supported also by many prominent citizens of the United States, have endeavored for several years to secure the passage in Congress of a bill providing for the reorganization and classification of the consular service of the United States; and

WHEREAS, The Lodge Bill, for the purpose above stated, was reported favorably by the Senate and Committee on Foreign Relations during the Fifty-seventh Congress, and will be re-introduced in the Senate and House during the regular session of the Fifty-eighth Congress;

Therefore be it Resolved, That the National Association of Agricultural Implement and Vehicle Manufacturers urgently advocates the passage of the Lodge Bill, or a similar bill, providing for a thorough reorganization of the United States consular service by creating a body of officials to represent this country abroad who shall be chosen through examination as to special fitness and competency for consular duties, and who, after acquiring valuable experience, shall not be subject to removal with every change of administration; and that the rules and regulations necessary to carry out this reorganization be left to

OHIO—CONTINUED.

the discretion of the President of the United States, except as otherwise provided in the Act;

And be it further Resolved, That the secretary be, and is hereby, instructed to send copies of this preamble and resolution to the President, the members of his cabinet, and the members of the Congress of the United States, immediately after said Lodge Bill is reintroduced.

DR. CHAS. F. THWING, President Western Reserve University, Cleveland:

The Lodge Bill should be passed, and passed at once. It represents the principle of the choice of men for the work which they should do. An argument in defense is like arguing for the fundamental virtues and verities.

EXTRACT from an address by Harry A. Garfield of Ohio, at the Annual Banquet of the National Business League, February 27, 1902:

The bills introduced in the Senate by Senator Lodge, and in the House by Mr. Burton, are identical. They have the approval of substantially all the important trade organizations of the country. They embody the views of those engaged in the practical affairs of commerce at home and abroad. They are complete and ask for all that is needed for the full and complete reorganization of the system. Briefly analyzed, they provide:

That appointments shall be made only after the applicant's fitness has been ascertained, and to the lower grades of the service.

That appointments shall be to grades and not to specific places.

For permanency of tenure and good behavior.

In appointments and promotions distinction is made between what may be roughly classed as the oriental and European service, consuls being called upon in the former service to exercise full judicial powers.

Under the present law consuls are not classified, but appointment is made to definite ports or stations. Each President appoints a full complement of officials. At the end of each administration out they go, as a matter of course, to make place for the political adherents of the incoming executive. Experience gives place to inexperience. Faithfulness and neglect are treated alike. There is but one reward for fitness and incompetency, namely, dismissal.

OHIO—CONTINUED.

Except in a few rare cases, zeal in service, aptitude and integrity are passed over, as if none of these were requirements, and most necessary requirements, of our commercial representatives abroad. The service calls for men of ripe experience, sound judgment and unimpeachable character.

Our present consular system is essentially a system of chance. With each new administration there is a new throw of the dice. But chance should be allowed no place in our institutions. There is a vast difference between taking chances and relying on them; the former may be courageous, the latter never.

It is the system we seek to correct, and not the service; and precisely because for four years the weeding-out process has been going on, and experience has proved the worth of those now in the field, do we protest against the system which will inevitably deprive us of the service we now praise. Precisely because the present efficiency of the service cannot be assured to us, the business men of the country demand of Congress the enactment of a law securing permanency of tenure during good behavior.

In taking our place among the great nations of the world we have entered new fields and undertaken strange tasks, the success of which is absolutely dependent upon the wisdom, ability and integrity of our representatives abroad as it has never been before. Our progress from now onward is of a new and different kind, imperatively demanding a kind and character of representation upon which our citizens may safely rely at all times.

IN THE CENTURY MAGAZINE of June, 1900, Mr. Garfield (formerly President of the Cleveland Chamber of Commerce) writes as follows:

The business man's interest in the consular service dates from the opening of the markets of the world to his products. He perceives that the consul can be of great assistance to him. He is at last coming to understand the true position of the office—that the consul is an intermediary, not his agent—and he insists that along with commercial expansion must go a reorganized and more efficient consular service.

At a time when, as never before, we are ready and able to meet the world in competition, the markets of the East are opening up to us. Like the dawn presaging the coming day, the inspiring light of opportunity begins to illumine the East; and the merchant, manufacturer and agriculturist, rising in the agile strength and keen ambition of a nation of men just awak-

OHIO—CONTINUED.

ening to a full sense of power to do and to be, are starting forth to conquer—or be conquered.

* * * * *

It is only necessary to have a slight acquaintance among merchants engaged in foreign trade to hear their general dissatisfaction and specific complaints of the consular service. They are often charged heavy fees for services that should be purely official and should cost them nothing; they find inexperience where experience is necessary to them; they encounter apathy from consuls who do not expect to remain long in service, and who hope for no promotion through merit, since merit was not the basis of their appointment; and they suffer the humiliation of seeing the official representative of their country regarded by the community in which he lives with less consideration than the representatives of other great powers.

In the face of the unanimous protest of business men against the present system, one may well inquire with surprise why there is any delay in remodeling the service. The reason is twofold. In the first place, Congress seldom, if ever, initiates movements of this kind. It must first "hear from the country." Again, until the country speaks with an unmistakable emphasis, the interests immediately affected exercise a potent sway.

* * * * *

It is only just to say that there are many good consuls in the service to whom the business men of the country are under obligations; but how long will it be before their places are filled by new and inexperienced men? As has often been said, the system, rather than the personnel, is blameworthy.

CINCINNATI CHAMBER OF COMMERCE, March 9, 1900:

WHEREAS, The consular service of the United States would the better promote the interests of the country if it were more completely on a basis of business qualification instead of political preferment; and

WHEREAS, Senate Bill No. 2661, introduced by Mr. Lodge, and H. R. No. 7097, introduced by Mr. Burton, provide for remodeling the consular service with reference to qualification rather than as political reward, and with a view to continuance of a competent incumbent and promotions on merit; therefore,

Resolved, by the Cincinnati Chamber of Commerce, That this body approves the objects of the bills herein mentioned, believing their adoption would greatly advance the commercial interests of our country.

OHIO—CONTINUED.

Resolved, That this action be communicated to the Senators and Representatives of Ohio, to the Senate Committee on Foreign Relations and House Committee on Foreign Affairs.

H. A. SHERWIN, President The Sherwin-Williams Co., Cleveland:

The Lodge Bill and its purpose has been something in which I have taken interest, and I very earnestly favor the bill substantially as reported. The introduction of the merit system into the consular service will do much for this country, not only in its business relations, but indirectly in general credit to our government for wise legislation. I certainly hope the bill will become a law.

GEO. W. CROUSE, President Aultman, Miller & Co., Akron.

Nothing would go further to stimulate our already large and increasing foreign trade than intelligent and practical business men to look after it, and chosen with reference to their knowledge of the commercial relationship between this country and the one to which they might be sent. These views have been very much strengthened by a visit to England, Holland, Germany, Denmark, Austria-Hungary, Belgium and France.

WM. CHISHOLM & SONS, Chisholm Steel Shovel Works, Cleveland:

The Lodge Bill, for the reorganization of the United States consular service, has our approval.

THE UNITED STATES PRINTING COMPANY, Cincinnati:

We are in perfect sympathy with the Lodge Bill. It certainly seems to us that every patriotic American citizen, with perhaps the exception of a few politicians, would favor the "merit system" for consular service.

F. D. SUYDAM, President The Milburn Wagon Company, Toledo:

We very heartily approve of the Lodge Bill, with the exception of that part of section 11 which provides that among other qualifications applicants for appointment shall be required to speak either the French, German or Spanish language. We believe appointments should be made with reference to business qualifications first. If the applicant could speak either French, German or Spanish, so much the better, but if he cannot he could easily secure the services of an interpreter until he has acquired

OHIO—CONTINUED.

the language. We think this part of the service ought to be entirely disconnected from politics, and that a good man, when found, should be retained as long as possible, as we believe the longer a man occupies the position, if a good man, the more his services are worth to the government and the people at large. This plan, we understand, is contemplated by the Lodge Bill, and we therefore very strongly favor its passage by Congress.

TOLEDO BLADE, June 19, 1903:

The National Business League is an organization made up of representative men of the commercial and industrial enterprises of every State in the Union, with national headquarters in Chicago. It has begun an energetic campaign for the reform of the American consular service. To this end it supports the Lodge Bill, introduced last year by the Massachusetts Senator, which was reported favorably to the Senate by the Committee on Foreign Relations. This measure will again be introduced in both houses of Congress early in the coming session.

This bill contemplates a complete reorganization of the consular service, abolishing fees and substituting fixed salaries; provides for improved classification and the adoption of the merit system in selecting consuls for foreign countries, thus removing these officials entirely beyond political influences and insuring the appointment of competent commercial representatives to extend our markets abroad.

Under its provisions, an appointee must have a general knowledge of the trade conditions, resources and requirements of this country, as well as the country to which he is accredited; also must speak fluently either the French, German or Spanish language, as well as English, and in every other way be qualified to serve and promote the manufacturing and commercial interests of the United States.

By the provisions of this bill, consuls shall be eligible for promotion, but can retain their positions only so long as their efficiency and conduct are of the highest grade. These are the salient points of the bill which the League will make a strong effort to have enacted during the coming Congress.

We have of course many excellent consuls now in the service, but we have, more's the pity, a number who were appointed on purely political grounds, without reference to their knowledge of our foreign commerce and its needs, and possessing none of the qualifications needed. Now that our export trade is increasing so rapidly, we need consuls of education and

OHIO—CONTINUED.

intelligence, with a full knowledge of trade methods, and the ability of first-class traveling salesmen of the highest grade. Our consuls should be, like those of Great Britain, first-class "drummers" for anything the United States may have to sell abroad.

The Lodge Bill provides, in a word, that the consular service shall be in the hands of men who can promote our foreign trade. It is the real purpose of that service to promote our business interests in foreign countries. Senators and Representatives will be loth to give up this patronage, but the promotion and extension of our export trade is vastly more important than the payment of political debts by shunting the creditor into a position where he can live off the emoluments without, in many cases, giving a due return in service. The efforts of the League should meet the hearty endorsement of every citizen.

D. S. GRAY, President The Hayden-Clinton National Bank, Columbus:

I am in favor of the principles of the Lodge Bill, for the reorganization of the consular service of the United States.

DR. HENRY CHURCHILL KING, President Oberlin College, Oberlin:

I am heartily in favor of the passage of the Lodge Bill, looking to the reorganization of the consular service. It seems to me that the substitution of fixed salaries for fees, and the adoption of the merit system in the selection of consuls for foreign countries, would be great gains over the present situation.

J. B. PARMELEE, Secretary The Davis Sewing Machine Company, Dayton:

We take pleasure in adding our endorsement to the efforts of the National Business League for favorable action by Congress on the Lodge Bill, for the reorganization of the United States consular service. This measure has our strongest approval and promises a much needed reform. We have had occasion in our foreign trade to several times seek the assistance of United States consuls at different stations, and are compelled to say that, almost without exception, we have found the representatives of this government incompetent to render us the most ordinary assistance and service, such as any American manufacturer should be able to obtain, when necessary, from the business representatives of our government. We have long since become convinced that under the present system it was useless to look to our consular representatives abroad for any reliable information or assistance.

OHIO—CONTINUED.

We trust that your efforts may meet with success, and aid in bringing about an early passage of the Lodge Bill by Congress at its next session.

THE PRESS, Dayton, September 22, 1903:

It is a well known fact that President Roosevelt has decided that our consular service needs to be reformed, and his announcement that he will strictly adhere to the principles of the civil service system in both the appointment and promotion of men to consular positions is indeed gratifying to all except Senators and Representatives, who will regret that they must give up this patronage, and the hangers-on at the pie counter, whose only qualification for the service is that they have been bushwhacking around in a desultory way for some official who is presumed to have audience with the administration.

Being encouraged by this highly commendable policy of the President, the National Business League, a non-partisan organization, with headquarters at Chicago, composed of representatives from the commercial and the industrial centers of every State in the Union, has instituted an energetic campaign for a reformation of the consular service along the lines suggested by the President and incorporated in the Lodge Bill, which was introduced last year by the Massachusetts Senator and reported favorably by the Committee on Foreign Relations. Having failed of passage at that time, it is to be introduced in both houses of Congress at the approaching session, and it, or some other bill of which it is the basis, will in all probability become a law.

The Lodge Bill proposes to supplement the reform of President Roosevelt, so that his successor cannot again revert to the old method of "jobbing out" the consular appointments to the Senators and Representatives according to our custom for the past hundred years.

DR. HOWARD AYERS, President University of Cincinnati:

I heartily approve of the effort now being made by the National Business League to bring about a reorganization of the consular service. Nothing would do more to improve the relation of the United States with foreign countries, and bring about a proper recognition of this nation throughout the world, than a high grade of consular service. I sincerely trust your efforts will be successful.

OREGON.**H. WITTENBERG, Pacific Coast Biscuit Company, Portland:**

I believe that the merit system as embodied in the Lodge Bill, for the reorganization of the United States consular service, should be adopted by our government. Our consular representatives abroad should be men of exceptional ability, familiar with our commercial needs. The compensation should be sufficient to secure a competent corps of consuls for the various countries with which we are doing business. Tenure of office should be co-existent with efficiency.

PORTLAND BOARD OF TRADE, June 2, 1903:

WHEREAS, Another effort is to be made to secure the passage of the Lodge Bill, reported favorably to the United States Senate by the Committee on Foreign Relations during the last Congress, which bill provides for the reorganization of the consular service of the United States; and

WHEREAS, In the opinion of this Board, the changes in the consular service contemplated by the Lodge Bill—removing the same from the influence of politics as far as practicable, and establishing the same upon the merit system—will result in a betterment of the service and a higher standard of qualification for our consular representatives; and

WHEREAS, From the provisions of the Lodge Bill it appears that a basis of eligibility is a general knowledge of the trade conditions, resources and requirements of our country, as well as familiarity with one or more of the foreign languages, all of which knowledge is of prime importance in the promotion of the trade interests of this country; now, therefore, be it

Resolved, That the Portland Board of Trade gives its unqualified endorsement to the Lodge Bill and pledges its best efforts to secure its passage, by urging favorable action upon the same by Oregon's congressional delegation, and in every other honorable way that may be deemed expedient; and be it further

Resolved, That a copy of these resolutions be transmitted to the National Business League at Chicago and to Oregon's delegation in the United States Congress.

F. E. BEACH, President.

MAX M. SHILLOCK, Secretary.

OREGON—CONTINUED.

A. H. DEVERS, Closset & Devers, Manufacturers and Importers, Portland:

I am strongly in favor of the Lodge Bill. The United States can only retain a commanding position as a manufacturing nation through large exports of manufactured goods. The first requisite toward obtaining and retaining this business is an efficient consular service.

PENNSYLVANIA.

EDWARD B. SMITH & COMPANY, Bankers, Philadelphia:

We heartily endorse the Lodge Bill, and sincerely trust that it will be passed. In fact, we cannot see that any argument can be offered against the adoption of the "merit system" in selecting our foreign consuls. It has always been a reproach to this country that many of our foreign consuls have been incompetent men, without education and without an understanding of their business, who have been appointed for political reasons.

A. B. FARQUHAR & COMPANY, Ltd., Pennsylvania Agricultural Works, York:

We have a large export trade scattered throughout the world; have been in business forty-six years. We are familiar with the Lodge Bill, for the reorganization of the consular service, and cordially and heartily approve of its provisions. The Secretary of Commerce and Labor is doing a great work in the gathering and dissemination of information of value to our exporting trade, and with good consuls, receiving their appointment on merit, to assist him, our export trade would be greatly benefited. The service would be of use to us, although our firm has its agencies pretty well established, but to those just entering upon the export trade it would be invaluable. We never can hope to have efficient consuls until that department is eliminated from politics and placed under civil service regulations, and the office for deserving appointees made permanent.

GEO. BURNHAM, JR., Burnham, Williams & Co., Baldwin Locomotive Works, Philadelphia:

I have carefully read the provisions of the Lodge Bill, providing for the reorganization of the consular service of the United States, and believe it to be an admirably framed measure for effecting the very much needed reform in our consular service. The growing importance of our export trade calls

PENNSYLVANIA—CONTINUED.

loudly for a thorough reorganization of our consular service—a reform that cannot be much longer delayed without serious results. I trust the National Business League will continue its agitation until Congress finally passes a measure of this nature.

WILLIAM P. WILSON, Director The Philadelphia Commercial Museum, Philadelphia, February 27, 1900:

I am in receipt of your recent circular letter with reference to Senate Bill 2661 and House Bill 7097, which contemplate the complete reorganization of the consular service.

There is no question but that the reorganization of the consular service on a basis of fitness and permanency is absolutely demanded by the interests of American commerce. Working as we do in close contact with the consular service, we recognize this fact more forcibly every day.

Despite the fact that our service as a whole has accomplished a great deal, were it organized as it should be it would accomplish much more. It has been our experience that not only do many absolutely unfit men enter the service under the present system, and thus act as a positive detriment to the expansion of American trade, but the usefulness of the good men—and there are fortunately many of them—is nullified just at the time when it reaches its highest point, by their recall.

THE SATURDAY EVENING POST, Philadelphia, September 26, 1903:

There will be one bill in the new Congress which ought to enlist the active support of every one, and which would undoubtedly meet with no opposition whatever were it not for politicians seeking jobs and Congressmen guarding berths for their supporters.

For many years our consular service has been a most unhappy reflection upon the common sense of republican institutions. For no reason in the world, except political service or relationship to a Congressman, men have been appointed to foreign positions for which they have no qualifications whatever. They knew nothing of the trade, habits or language of the people to whom they were sent as the commercial representatives of this country. American travelers have time and again reported their indignation and shame over some of the consular representatives whom they met. There are, of course, a number of exceptions, but they proved the rule that has caused many smiles and much contempt at the expense of the United States.

PENNSYLVANIA—CONTINUED.

Thousands of columns have been written, hundreds of resolutions have been adopted, scores of speeches have been made, but thus far the politicians have won.

Recently, however, the matter has gotten into stronger hands. The National Business League, which is entirely non-partisan in its character and which numbers the best business men of the country in its membership, is back of what is known as the Lodge Bill, which was reported favorably to the Senate in the last Congress and which will be promptly reintroduced in the Fifty-eighth Congress.

There is every reason to believe that it will pass, and if it becomes a law we shall at last have the reorganization of the consular service with fixed salaries instead of fees and with the merit system in full force, thus removing the consular bureau entirely beyond political influence.

In addition to giving the United States a finer representation in every part of the world, this reform will open up a desirable career for educated young men. To belong to the consular service under the new conditions will be high honor, and the opportunity for promotion will make the rewards of merit substantial and sure.

BAEDER, ADAMSON & CO., Glue Manufacturers, Philadelphia:

Referring to the Lodge Bill, we do not hesitate to express our opinion as to the merits of any law that would remove the consular service from practical politics, as such removal would not only provide a better equipped lot of men as consuls, but would also relieve the President of the everlasting nagging to which he is now subjected, and which takes really too much of his time, by making the consuls' life in office permanent.

H. J. HEINZ, H. J. Heinz Company, Pittsburg:

I have no hesitancy in expressing myself as being favorable towards the changes which it is the province of the Lodge Bill to make. There can be no question as to the advantages that will accrue to the commercial interests of this country through a consular service of superior efficiency. Any movement looking to the introduction of a higher efficiency, not only in the personnel of the consuls, but in the system, should meet with the cordial approval of every American citizen.

I am not reflecting upon any of the present consuls, but if this country is to come to its own in international affairs, there

PENNSYLVANIA—CONTINUED.

must be progress in this department just the same as in any other, and as the Lodge Bill is intended to serve the end of progress, I am in favor of its enactment into law.

RHODE ISLAND.

THE PROVIDENCE JOURNAL, June 10, 1903:

It is encouraging to see that such organizations as the National Business League realize that pressure must be applied to Senators and Representatives if they are to be checked in their determination to fill our consulates with men whose sole test of fitness has been their loyalty to party. The Lodge Bill has defects, probably, but it is not its defects that earn for it the contempt of the spoilsmen; they hate it for the very features which draw to it the approval of manufacturers and merchants generally, and when once the boards of trade and similar commercial bodies make themselves heard at Washington the opponents of a better consular service will scurry from the scene. Like civil service reform, consular reform may progress slowly, but it is inevitable.

TENNESSEE.

DR. J. H. KIRKLAND, Chancellor Vanderbilt University, Nashville:

I take pleasure in endorsing the Lodge Bill, which provides for the reorganization of the consular service of the United States. This is, in my opinion, a very important matter. While I have never studied the subject with any particular thoroughness, I have no hesitancy in expressing my approval of the new bill. I have spent three or four years in residence and travel abroad and have had occasion frequently to observe the defects of our present consular service. I think any measure that can be taken to remedy these defects would be a public benefaction.

THE TRADESMAN, Chattanooga, August 15, 1903:

We have no hesitancy in expressing the conviction that the consular service of the United States should be of the highest character possible, and that to remove it from the contagion of politics would be of conspicuous benefit to the country. Those who represent the United States in the consular service are the criterions, to a large extent, by which we as a nation are judged by others; and if it should chance that a bigoted, ignorant, blatant political henchman should receive a consular service ap-

TENNESSEE—CONTINUED.

pointment, the result would be only mischievous. If the Lodge Bill can improve the service we should think the enactment of the measure ought to be brought about as speedily as it can be done.

TEXAS.

EDWIN CHAMBERLAIN, San Antonio:

With reference to the Lodge Bill, which has for its purpose the reorganization of the consular service of the United States, I beg to state that it has my most hearty approval. I believe if there is any one thing now needed it is the passage of a bill of this kind, that will place competent commercial representatives in foreign countries, whose term of service shall be as long as their efficiency and conduct shall permit it, and that they shall be of the highest grade. It is also my belief that such appointments should be entirely under the Civil Service Commission.

There is no branch of the government service more important to the national welfare than the consular branch, and this is especially true at the present time, owing to the large increase of our business abroad.

I certainly trust that Congress will pass some such bill at its next session.

IRA H. EVANS, President The New York & Texas Land Company, Limited, Austin:

The consular officers of the United States could be of incalculable service to the business interests of this country if such officers were thoroughly qualified to fill these important positions, and could be sure of their positions while they performed their duties properly, and could also be sure of promotion on the basis of merit alone.

The consular service, organized on the basis of the Lodge Bill, would attract to it the brightest and most talented young men in our country, and their labors would be most effective in establishing and maintaining the supremacy of the United States in the markets of the world. I am, therefore, most heartily in favor of the passage of the Lodge Bill at the earliest date practicable.

WALLIS, LANDIS & CO., Wholesale Grocers, Galveston. --

With reference to the reorganization of our consular service, which we feel a deep interest in, and have for a long time felt that this branch of our foreign service should have had attention, and are very glad to note that the National Business

TEXAS—CONTINUED.

League has undertaken to bring this matter before the people and Congress, as we have seriously felt the lack of accurate information with regard to foreign trade, and it is humiliating to the wide-awake, pushing American merchant at home to find himself so far behind the times abroad, when competing with other well informed commercial nations; and this, from the fact of not being properly represented commercially, is the reason that we have not kept pace with other nations who are not so favorably situated naturally, but who, by their systematic consular service, have gained concessions from a great many governments for their manufactured and raw products, that we are today unable to compete with direct, but very frequently have to sell our goods through second parties in order to get them into the hands of certain countries who have been placed on a more favorable plane in the matter of duties than the United States has. We think that the competitive examinations as to fitness for the position a step in the right direction, and to also remove the service beyond the pale of political influence would, in our opinion, materially improve the efficiency of the system.

THE HOUSTON DAILY POST, August 30, 1903:

One feature which will naturally tend to the success of the reform plan is afforded by the fact that the Lodge Bill is backed by the National Business League, an organization which first came into general notice through its persistent advocacy of a Department of Commerce and Labor, with its head occupying a place in the cabinet. The League is composed of men whose names are synonyms for business integrity and progress, and who represent every section of the country.

The League is now sending out copies of the Lodge Bill and asking the assistance of the press in bringing the matter before the public. We believe that a careful perusal of the measure will bring to the reader the conviction that it is just in every way and that it should be enacted into law. Many of the men in our consular service are capable and efficient in the extreme, but unfortunately there are dozens of the other kind, and it is that kind that the bill seeks to reach. The iniquitous fee system is to be done away with, applicants for positions are to be compelled to pass satisfactory examinations, and every reform that has suggested itself to those making a close study of the matter is provided for. No hardship will be worked on the men at present in the service, as under the terms of the bill they are all to be given an opportunity to undergo an examination,

TEXAS—CONTINUED.

and, if not found wanting, to return to the service in a grade at least as high as that formerly occupied.

The bill is meritorious, and either it or one containing its principal provisions should be enacted into law. There should be no division of opinion along party lines. Democrats and Republicans alike should help it along. Opposition to it will mean nothing more nor less than devotion to the spoils system and a disinclination to surrender any of the power which comes with the ability to distribute patronage.

VIRGINIA.**THE RICHMOND CHAMBER OF COMMERCE, June 11, 1903:**

Resolved, That an improvement in our consular system is necessary, and that the efficiency of the consular service is of the highest importance to our commerce, and that we heartily approve of the Lodge Bill and urge our representatives in Congress to support the same.

JOHN M. TAYLOR, Chairman.

HARVEY, BLAIR & CO., Wholesale Grocers, Richmond:

It gives us great pleasure to see that you are aiming at reforms, and especially a reform in the method now in vogue in appointing our consular service. We therefore are entirely in sympathy with the bill introduced in Congress with this end in view. We all know that any business whatever, to be carried on successfully, requires special training in that line, and the better a man is trained the better will be the result. Therefore it has always seemed to us strange and unbusinesslike that the consuls should be appointed without any regard for their fitness or aptitude for the business in hand. As we all know, the French, the British and other European nations have men trained almost from their childhood in the consular service, and these men are consequently fully prepared and able to handle any question that may arise. Whereas with the United States a consul no sooner gets accustomed to his surroundings and gets his office in good working order than he is called home by a change in the administration, and a perfectly green man has to take his place. No wonder that our diplomats are unable to cope with the foreign diplomats.

WASHINGTON.**KELLEY-CLARKE COMPANY, Seattle:**

Now that the Department of Commerce and Labor has been created, we believe the next step of greatest importance to the

WASHINGTON—CONTINUED.

foreign commerce of the country is the reorganization of the consular service, which has already been too long delayed.

We are heartily in sympathy with the Lodge Bill, and believe there is no bill before Congress today that has greater necessity for immediate and favorable consideration than this, and we hope to see it passed at an early date.

THE TRANS-MISSISSIPPI COMMERCIAL CONGRESS, in session at Seattle in August, 1903, by resolution endorsed the Lodge Bill.

WEST VIRGINIA.

THE WHEELING BOARD OF TRADE:

Resolved, That the Wheeling Board of Trade, of Wheeling, West Virginia, heartily endorses the efforts of the National Business League, of Chicago, to create a sentiment among the business men of the country for the reorganization of the consular service of the United States of America, as outlined in the Lodge Bill, which will be presented to the Fifty-eighth Congress for passage.

WISCONSIN.

F. G. BIGELOW, President The First National Bank of Milwaukee:

The Lodge Bill seems admirably drawn for the reorganization of the consular service of the United States, and I heartily wish to say any word I can to recommend its early passage.

MR. SAMUEL HIGHAM, President Fuller & Johnson Mfg. Co., Madison.

I am greatly interested in the so-called Lodge Bill, which provides for the reorganization of the consular service. The foreign trade of this country needs looking after very carefully. It must be materially increased each year, or great overproduction in manufacturing will follow. It is the duty of every business man to give his hearty support to any movement that will tend to increase our trade with other countries. I believe much can be accomplished along this line through our consular service, which should be in the hands of energetic and experienced business men, those who fully understand what the United States is able to furnish, and those who can show the people of other countries how they can make use of what we can offer, and who are able to materially assist in bringing about trade

WISCONSIN—CONTINUED.

connections. In many instances during the past, our consuls have not been practical business men or well informed as to the resources of this country, and have been unable to do much to promote the commercial interests of the United States. I believe the provisions of the Lodge Bill are such as to insure great improvement in the consular bureau, and that if it becomes a law it will be for the good of all our citizens. I earnestly recommend its early passage.

E. P. BACON, E. P. Bacon & Co., Grain Commission Merchants, Milwaukee:

I desire to express my interest in the proposed legislation for the reorganization of the consular service of the United States, removing the consular bureau beyond political control or influence and placing it on a purely business basis as contemplated in the Lodge Bill, which was favorably reported to the Senate by the Committee on Foreign Relations in the last Congress, and which I earnestly hope will be reintroduced at the first session of the coming Congress. I regard it as of the highest importance to the commercial interests of the country that its representatives abroad should be selected wholly from considerations of personal fitness and practical experience, without regard to political affiliation or service, and that changes in the consular service should be made only for cause.

FRED PABST, JR., President Milwaukee Brewers' Association, March 6, 1900:

I have carefully read the bill, known as S. 2661 and H. R. 7097, of which you have had the kindness to mail me a copy, and fully approve of its provisions. For myself, and in behalf of the Milwaukee Brewers' Association, I emphatically express the conviction that our consular service needs to be radically and thoroughly reformed, and I trust that the measure now pending in Congress will be promptly passed.

H. E. MILES, President Racine Wagon & Carriage Company, Racine:

We are most heartily in favor of the Lodge Bill, believing that our present consular service is, on the whole, unsatisfactory and not worthy of the country.

We know an instance where a manufacturer having a very large trade in Roumania, and requiring consular assistance that his trade might be very largely extended, found the interests of this country confided to the British consul in that country, which

WISCONSIN—CONTINUED.

consul was also the business agent of large British concerns in direct competition with the American manufacturers, so that any assistance he received for the furtherance of his interests was through the courtesy of the agent of a British competitor.

We know of other instances where consuls have been thoroughly without business qualifications, and a detriment rather than a help.

As the English and still more the German consular service is of the very highest standard and greatest efficiency, this country is at great disadvantage in comparison with our chief competitors for world trade.

As business men we want men of business capacity and character in the consular service.

A. HIRSHEIMER, President La Crosse Plow Company, La Crosse:

I am very much in favor of the Lodge Bill, to put the consular service on a business basis and take that part of our national government out of politics.

N. B. VAN SLYKE, President First National Bank, Madison:

The Lodge Bill, if enacted, will effect a vast improvement in the consular service, where the appointments are now made to reward public service, irrespective of qualifications or fitness of appointees for the locality where assigned.

By all means let salaries take the place of fees. The merit and promotion inducement and stability of position, if worthy, are incentives to make the consul valuable to public interests.

O. T. THOMPSON, Treasurer J. Thompson & Sons Mfg. Co., Beloit:

We find upon reading the Lodge Bill that it contemplates a complete reorganization of the consular service, abolishing fees and substituting fixed salaries, and as a whole tends to put the consular service upon the merit system. We believe this would be a great step in the right direction. As we look at it, the consuls should be representative of the business interests of this country and have special qualifications as business men, and should not be appointed in consideration of political services. We believe if this bill is passed it will be of great benefit to the business interests of the United States.

THE SENTINEL, Milwaukee, June 10, 1903:

The weak spot in the present system is that consuls and consular agents are required to depend upon fees for remuneration, and no compensation is provided for the performance of

WISCONSIN—CONTINUED.

important duties relating to the collection of important commercial data. In short, the commercial representative is expected to get his living from fees paid for the performance of mere perfunctory official acts, and to perform gratuitous services for the government which he represents and which may remove him from office at any time a change of administration or the exigencies of politics make it expedient to provide a place for some other man who "must be taken care of."

As the fee system of rewarding public officers for services rendered is wrong in principle and vicious in practice, the Lodge Bill, which proposes to give consular officers fixed salaries and to turn the fees collected into the national treasury, is to be commended because of this feature, if for nothing else. The classification of the commercial representatives and the placing them under the merit system probably will not prove to be all that is expected of it by the friends of civil service reform, but the net result will doubtless be an improvement of the service. The merit system strictly enforced is unspeakably better than the spoils system at its worst; but the merit system as applied to the national service in certain departments has loaded down the ranks with a large percentage of worthies who look upon their positions as rewards for good conduct, to be retained during life and for which the least possible return is to be made. Because of this condition, which will not be disputed by those who have had experience with certain kinds of "classified government clerks" and appointees, it is fortunate that the Lodge Bill provides for a system of inspection for consular offices under the proposed act, as an agent far removed from his superiors and protected by the merit system would be more than likely to in time become a pensioner upon the government, with all the word implies.

Considering the meager and uncertain pay—the only certainty about a consul's compensation being that uniformly it has been an insufficient return for the labor and ability required—the American consular service has been an excellent one. A study of the reports issued from time to time by the State Department is all that is necessary to prove that the government's commercial agents have in most cases carefully and intelligently performed the duties assigned to them. With fixed salaries, a reasonable assurance of permanent employment, and strict inspection by competent officers, as provided by the Lodge Bill, the service can be greatly improved, and the bill should, therefore, receive the hearty support of the press and public.

